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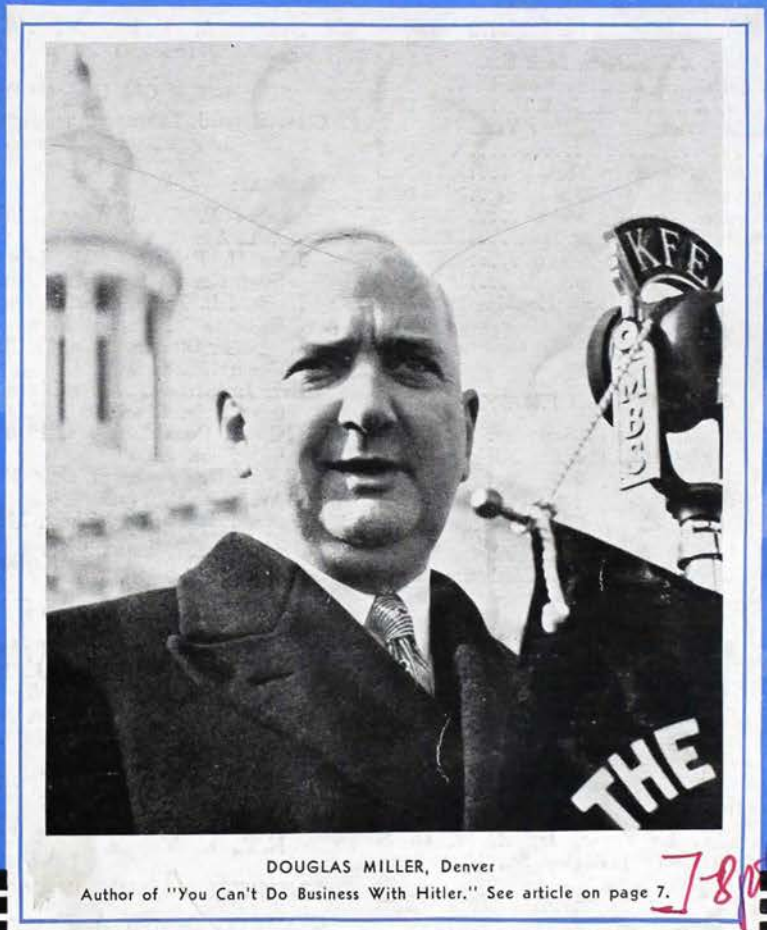
DELTA SIG

OF DELTA SIGMA PI

NOVEMBER 12pt
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DOUGLAS MILLER, Denver
Author of "You Can't Do Business With Hitler." See article on page 7.

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FOUNDED 1907 * * * * AT NEW YORK UNIVERSITY



THE INTERNATIONAL FRATERNITY OF DELTA SIGMA PI

Professional Commerce and Business Administration Fraternity

Delta Sigma Pi was founded at New York University, School of Commerce, Accounts and Finance, on November 7, 1907, by Alexander F. Makay, Alfred Moysello, Harold V. Jacobs and H. Albert Tienken. The fraternity was organized to foster the study of business in universities; to encourage scholarship and the association of students for their mutual advancement by research and practice; to promote closer affiliation between the commercial world and students of commerce; and to further a high standard of commercial ethics and culture, and the civic and commercial welfare of the community.

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THE
DELTA SIG
 OF DELTA SIGMA PI

Volume XXXIV

NOVEMBER, 1941

Number 1

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H. G. Wright, Editor

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The members of the Conference comprise: ARCHITECTURE, Alpha Rho Chi. CHEMISTRY, Alpha Chi Sigma. COMMERCE, Alpha Kappa Psi, Delta Sigma Pi. DENTISTRY, Delta Sigma Delta, Psi Omega, Xi Psi Phi. EDUCATION, Kappa Phi Kappa, Phi Delta Kappa, Phi Epsilon Kappa, Phi Sigma Pi. ENGINEERING, Theta Tau, Sigma Phi Delta. LAW, Gamma Eta Gamma, Delta Theta Phi, Phi Alpha Delta, Phi Beta Gamma, Sigma Delta Kappa. MEDICINE, Alpha Kappa Kappa, Nu Sigma Nu, Phi Beta Pi, Phi Chi, Phi Delta Epsilon, Phi Lambda Kappa, Phi Rho Sigma, Theta Kappa Psi. PHARMACY, Kappa Psi.

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A Message from the Grand President



JOHN L. McKEWEN, Johns Hopkins
Grand President of Delta Sigma Pi

UNEXPECTEDLY CALLED to Puerto Rico early in August on an important accounting assignment in connection with the construction of the large U. S. Navy air bases in that area, and where I expect to remain until the middle of December, I have not been able to keep in as close contact with the many Delta Sigma Pi chapters this fall as I would have liked. From the reports we have received college enrollments on our many campuses will not suffer any great decreases this year, the average appearing to be somewhere around five percent. However, it is easily apparent that any chapter, yes, *your* chapter, can suffer entirely unanticipated losses in the junior and senior classes quite easily, through the operation of the Selective Service Act, or enlistments, or members taking positions in important Defense Activities. It is my suggestion that every chapter should make plans to rush, pledge and initiate more than the usual number of members this year, in order to insure your successful perpetuation. Make your chapter safe and strong by building a larger membership, thus fortifying yourselves for any unexpected losses in active membership. It is pleasing to note that several of our chapters have already concluded unusually successful rushing seasons and a number of large initiations have been held. Under the existing abnormal conditions such extra attention to your membership problem is most wise. I urge *every* chapter to give the proper attention to this problem that it rightfully deserves.

Congratulations to the nine chapters turning in perfect performances in the 1941 Chapter Efficiency Contest. I hope that during the coming year an even larger number will establish this enviable record. Certainly chapter officers having a personal pride in their accomplishments should make a special effort to reach this goal and thus make a real contribution to the development of their chapter and of Delta Sigma Pi.

The Grand Council has selected Minneapolis as the site of the 14th Grand Chapter Congress, which will be held next September. I had the pleasure of visiting Minneapolis this summer and meeting with a large and enthusiastic group of members there who are anxious to show Delta Sigma Pi what Minnesota hospitality is. I can assure you that we will have a splendid national meeting and I trust that many of you will join with me in making our coming Grand Chapter Congress one of the best we have ever had by being in attendance at Minneapolis next September.

Recently I came across an article which beautifully expressed some thoughts that are particularly applicable to college fraternities, fraternity life and fraternity work. They were written by James T. Mangan, famed inspirational writer and the author of the book *You Can Do Anything*. He explains that spiritual gifts are just as effective as money and what's more they cost us nothing. In characteristic epigrammatic style he describes these special gifts:

- THE GIFT OF PRAISE
Appropriate mention, right before the face of the other man, of superior qualities he possesses or of deeds well done.
- THE GIFT OF SERVICE
Doing things for the other man, especially things having no direct or indirect connection with what you are selling or promoting.
- THE GIFT OF CONSIDERATION
Putting yourself in the other man's shoes and thus proving your practical understanding of his side of the case; taking care of the mechanics of human action.
- THE GIFT OF ATTENTION
When the other man talks or acts, listen to him with your whole heart, your whole soul, your whole mind.
- THE GIFT OF INSPIRATION
Planting the seeds of courage and action in the other man's heart, goading him on to greater deeds.
- THE GIFT OF CONCESSION
Humbly saying, at just the right point, "You're right. I'm wrong!"
- THE GIFT OF GRATITUDE
Never forgetting to say "Thank you" and never failing to mean it.

It seems to me that in fraternity, and in fraternity work we should all give special consideration to these gifts and should endeavor to conduct ourselves accordingly. By so doing we will become better fraternity members, and will help make for a greater fraternity.

I extend cordial Christmas Greetings and best wishes for the New Year to all members of Delta Sigma Pi, everywhere!



THE DELTASIG

OF DELTA SIGMA PI

Volume XXXIV

NOVEMBER, 1941

Issue I

24 pt ✓ B
The Challenge to Marketing

LET US REALISTICALLY FACE the situation before us. America has a choice of two roads to follow. One is the oldest and most doleful road in the world. It is the road called "Regimentation." It is easy to follow. Down that road lie oppression, human misery and low living standards. The other road we call "Democracy," meaning the democratic way of our American Republic. It is not any easy road. But it leads to the heights.

Along this road a poor nation, 95 per cent of whom were ill-clothed, ill-fed, ill-housed and ill-educated, has traveled, in 150 brief years, to the supremacy of our nation in the world today. No other nation has ever risen to such heights. No other nation has ever approached our accomplishment. It is our Way of Life which has done it.

These are the roads which stretch before America tonight. I know that you, as leaders and students of "the American Way," have no question of the choice, but it is easy for the less informed to stray towards the easy but precipitous descent.

Defend Democracy at Home Too

As a nation, we are embarking upon a war to preserve our Democracy. We must see that we accomplish that result at home as well as abroad. What does it gain us to destroy totalitarianism in the world, if we cultivate totalitarianism at home?

And what does this have to do with "The Challenge to Marketing"? Challenges are not new to men and women who have dedicated themselves to fact-finding, and with this tool have developed a new science that today is one of the most important factors in our American way of life. Meeting challenges is Progress.

The wisdom we show in the months ahead will determine the course of our nation for a long time to come. We are at the crossroads in America. It is time that we realized that this is a fact and not merely a phrase. Unless we come through this crisis with Democracy safe and our free-enterprise system truly free, all of our other problems of today will be of little importance.

First, we have to make Democracy safe in the world. That comes first in every way. We are busy meeting that problem. In this mechanized age the military problem is principally a production problem. America invented and perfected mass production. We can all feel proud that advertising, selling and research have given American engineers, chemists and scientists the opportunity to develop the greatest industrial system the world has ever known.

Without going into details, may I say that we have done more in one year in the way of military preparation, working together as free men,

than Hitler did in three years with his much vaunted government-dictated economy.

Germany Outstripped in Production

In the next few months our mass production machine will be going full speed ahead. From then on we will provide more armament than any other country in the world—including Germany—just as in peacetime American business and industry provide the highest standard of living the world has ever known. And this is the America which the reformers said was all through—all washed up. This is the incentive system which the theorists said had reached maturity—was outmoded. This is the American industry which the defeatists claimed was a has-been.

What is so dead today as the theories of yesterday? The theory that we would always have a large unemployed population. The theory of an economy of scarcity. The theory that legislation made the wheels go round. The theory that politicians could produce prosperity. The theories are dead but the theorists are not. They have new schemes for making America over. They have new gimcracks to lure the public. They are still trying to win us with gadgets.

Loophole in Controls over Industry

Thus, we come to our second problem. We must defend America at home. We can lose Democracy at home at the same time that we are saving it in the world. We can fight a winning fight on the battlefields, yet be conquered by economic totalitarianism. I suspect that there are Judases who would sell the American way of life for a dozen pieces of legislative reform. They could, perhaps, find their loophole in the sweeping economic changes being made in this emergency to defend America from abroad. These changes, introducing priorities, seizures, price fixing and other controls, may make us stronger in facing Hitler, but they can expose our back to other dangers unless we are constantly watchful. Without America having fired a shot we have today gone further in economic control than we found it necessary to go throughout all of the World War.

Need the Selling Way More than Ever

This is the time when we need the "selling way" more than ever before. It is one precious possession that increases in value and effectiveness the more we use it. Not to use it is to abuse it.

Like any valuable piece of machinery it rusts and deteriorates with neglect. Only by using the selling way can those with new authorities, new con-

By Walter D. Fuller
President of the Curtis Publishing Company
President of the National Association of Manufacturers

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trols and new powers in this emergency preserve Democracy. If they discard it and force their actions and decisions on the people, then the market place of ideas closes its doors and goes out of business. This is the time to prove the fact that selling is the way to make America stronger in this emergency and it is the way to build the bridge to depressionless futures.

Research has the job of intelligently meeting the attacks upon selling, made under the guise of defense necessity. It has a responsibility to prove that selling is the expression of Democracy—is, in fact, the direct antithesis of regimentation. Wherever Democracy has died in this world, selling has died too. Whenever politicians do not have to sell their programs to the people and business does not have to sell its goods to consumers, Democracy will be dead too.

In this situation we must use research and selling for Democracy. They are important to defense as weapons against inflation, as tools in price regulation, in building morale, in making it clear to the public why there may be shortages, and in showing what patriotic American business and industry are doing in producing military goods and serving our civilian population.

This is an opportunity in public relations, so that after the emergency the American people will embrace free enterprise as they have not done in ten years. Business and industry, in saving America from Hitler, must arouse the American people to save our way of life from the false reformers in the future. Courageous businessmen and industrialists will find ways to shape selling programs to dovetail with the new conditions and the new opportunities. Institutional advertising and intelligent and proper public-relations information never will have a better opportunity for success than during these strenuous days.

Call for Initiative and Ingenuity

The call is for initiative and ingenuity to solve our problems of today, as we always have relied on American initiative and ingenuity. There never yet has been a problem that free men and free minds could not solve. The best way to protect private initiative is with more initiative.

Yes, everyone will have to make sacrifices. We shall have to do without things. We Americans are ready to make whatever sacrifices are necessary. These sacrifices will take many shapes. There will be manufacturers who won't be able to get materials for some nondefense goods because metals will be needed for the armament program. We will find substitutes. We will develop new products. We will find new uses for existing products.

The needs of the defense program come first, always. But we can have guns *and* butter. Those who say it is unpatriotic to continue research and selling in nondefense lines are defeatists. They do not know American industry. Where would we be today had we not had freedom of research and selling? The capacity and the "know-how" to do the defense job would be still unborn. America today should thank advertising, selling and research for what has been done in stimulating production in this country so that in this hour of emergency America has the capacity and facilities with which to manufacture our defense of Democracy. Where will we be tomorrow if we fail to maintain a high standard of living in these times and prepare for the new conditions? Don't think that we can pick up the threads of the old pattern where we laid them down.

Stronger Nation Due to Advertising

Plans are in the making now to minimize a number of manufacturing processes. In the days to come we can expect a more limited range of size, color, models and varieties in many non-defense items. This, officials say, is simplification and not standardization. The purpose is to release workers from production of some nondefense goods to speed the output of military goods. Such change, limiting the shoppers' paradise, calls for the most intelligent use of market research and selling as well as affecting the whole pattern of the future.

Dun's *Review* recently commented that "a shortage of metal such as the defense program is now developing, can affect the course of all industry and the lives of the American consuming public more, within a few short months, than the War of Roses altered the civil life of England during the 30 years of fighting." There is a challenge for marketing, advertising and selling.

Today we market and use 10 billion dollars' worth of products annually, which were unknown at the time of the first World War. And, so far in this emergency, 18,000 new products and new uses for products have been accepted by the National Inventors Council. A few have only military application but many will affect our ordinary lives in the days to come.

We *can* have business without having "business as usual." We *can* have buying and selling without being unpatriotic. The patriotic thing to do is to keep the production and distribution of non-defense goods at the highest possible level, using our best selling technique to divert buying pressure from defense industries because—let me repeat—defense always comes first.

Danger of Setting Sights Too Low

Leon Henderson told the House Ways and Means Committee last month that "we are in danger of setting our sights too low on what we can produce for civilian life without the slightest interference with the needs for defense. For the life of me," he said, "I cannot see why the United States—using only 20 per cent of the national income (for defense) even in the fiscal year 1942 must

pull in its belt on thousands of items unrelated to its defense program." Further along he said, "We should encourage increased use of these non-competing resources to satisfy actual and latent consumer demand."

One job of research and selling is to do all we can to provide the American people with as many of these needs of civilian life as possible. That will be a real service to the 5 million people who have left the relief rolls and to many millions of others who have needed and wanted things they could not afford in the depression years.

Defense Uses 20% of National Income

Out of a total national income, this year, of 85 billion dollars, expenditures for defense will total about 16 billion dollars. That leaves around 69 billion dollars for the goods and services that can be produced in addition to guns and planes. Next year, out of an estimated 95 billion dollars of national income, defense is expected to take about 22½ billion dollars. Thus, we may be using about 20 per cent of our national income for the armament effort. That compares with 40 per cent in Canada,



WALTER D. FULLER
Honorary Member at Large of Delta Sigma Pi.

55 per cent in Great Britain and 60 per cent or more in Germany. If our own percentages rise in the future, so, in all probability, will national income.

So far we have spent only a little more than 6 billion dollars on defense goods, so it is obvious that when expenditures begin hitting a billion a month and more there is going to be real need for the things the people can buy and real markets for the goods which can be provided.

President Lauds Force of Advertising

President Roosevelt has said that "advertising ought to play a leading part in the preparedness program." He wired the convention of the Advertising Federation of America: "Advertising has been responsible for many of the good things which citizens of the United States enjoy. It has been a potent force in making available to our citizens the products of American skill and ingenuity. Without it, many present-day necessities would still be luxuries.

"That force needs now to be applied toward maintenance of our accustomed standards of living and further progress. This may require adjustment but it should mean increased effort.

"As an educational force alone, advertising ought to play a leading part in the preparedness program. It can assist in creating and maintaining public morale. Those who are experts in it can be of great aid to the government."

Does this sound as if officials considered selling as "unpatriotic"? Across the border in Canada, selling has been encouraged. In the first quarter of 1941, automobile production increased 34 per cent, Automobile sales in the same quarter were 24 per cent ahead of 1940. Used car sales were up 37 per cent. This, in spite of the fact that gasoline is 31 cents a gallon.

Government has not cut the nondefense spending of any of its agencies designed to increase purchasing. Farm parities have been increased, Federal lending agencies are more active, the RFC has been conditioned to expand into new fields. So far we have "government as usual." The nondefense items in the budget for the next fiscal year are 3 billion, 600 million dollars higher than in 1932. These items will take 60 per cent, or 7 billion dollars, of the proposed 12 billion in taxes.

There has been no move as yet to sacrifice social ideals or ideas, although we are fast approaching the time when a decision must be made as to what really are social gains. Are they represented by the higher standard of living of everyone or by some legislative grants to political-pressure groups?

Brakes Affect Both Guns and Butter

For instance, relaxation of some restrictions and regulations on the productive ability of industry might prove a far better check on inflation than price controls. As the shortage in skilled labor becomes more and more acute the restrictions of the Wage-Hour Law and of the Wagner Act will prove a brake on both guns and butter.

Restrictions gained by the high-pressure methods of some labor leaders are boosting the cost of the defense effort and of some consumer goods in spite of price controls. The first World War cost the people 15 billion dollars more than necessary because of costs getting out of hand.

Business and industry can go very little farther in absorbing increasing costs. Since last June, prices of manufactured goods have, in effect, decreased about 10 per cent. That is, prices have advanced that much less than costs have increased. Wholesaling and retailing, too, have absorbed some costs.

Chairman Eccles of the Federal Reserve Board told Congress recently that every possible means should be used to increase output, expand production facilities, increase labor supplies, extend working hours, and prevent strikes and unjustified wage increases in order to limit the need for price controls and priorities. He knows that freeing the wheels of business and in-

dustry from arbitrary handicaps will do more in preventing inflation than artificial devices.

The danger of inflation is that depression or panic always rises like a phoenix from such an economic fire. And in Germany, inflation brought about revolution which gave Hitler to the world. Do we want any of that in America?

Control Inflation by More Selling

Saying "I told you so" about inflation doesn't put out the fire. This flame can be counteracted only by the oldest of our economic laws—supply and demand. If the supply of non-defense goods is kept reasonably close to demand there need be no price explosion. You can't beat the law of supply and demand with extreme price controls. The fire always breaks out somewhere else. Even after the limit is reached and prices are fixed, wages are fixed, rent and interest costs are fixed, you have fixed everything but inflation.

Our choice is either to direct buying into the channels that can accommodate the stream of buying power, or the German method. In Germany, the workers today have more money than ever before. But there are no goods to buy, except bare necessities. So they put their money into government bonds to finance the turning of more butter into guns. That isn't the American way either.

We can have preparedness and even war without inflation. But marketing and selling will have to come out of the gift-and-gadget stratosphere and get down to fundamentals. We will have to apply selling as an economic force and not use it as a supercolossal double-feature attraction.

Must Function Successfully

First it has to sell itself as a wartime necessity, as a principal tool in the maintaining of the American standard of living, and then as our best hope for the future. While doing this, we have to see that it functions so successfully that no one can have a reason to question its right to live—so completely, in fact, that instead of being a handle for critics of business and industry, selling will be a vehicle for a new and sounder public appreciation of our free-enterprise system.

One thing is sure—we are not going back to the "good old days." The good old days just weren't good enough. They were the days when the seeds of war were sown in the world. They were the days when we had want amidst plenty—28,000,000 persons receiving some form of public assistance and about 10 million unemployed.

Somewhere there is an answer to that problem and we have got to find it. It's a research job. Many millions unemployed a year ago—banks and insurance companies running over with money and everyone needing the things these people and that money could make. Like untidy housekeepers we have swept that problem under the rug with the armament broom. We will have to dispose of it along with many new problems when peace finally comes. And I say that *we can do it*—we Americans.

We have the men, the money, the materials, the manufacturing and the markets to make Democracy not only the hope of the world but the ambition of people everywhere. But we can't expect to take the rabbit of prosperity out of a hat. Too many people in the last ten years, in this country, wanted miracles. They forgot that wealth, happiness and security come only from production and that research and selling are as much a part of production as raw materials.

Challenge in Problems of Depression

The tangible problems of production are either solved or in process of being solved, but the intangible problems of marketing, exchange and distribution and the problems of getting

(Concluded on page 9)

An Important Asset—Delta Sigma Pi

By J. Robert Johnson, De Paul

POOOR INDEED IS the person without friends. Rich are the ones with many friends. The man who is active in his fraternity throughout his lifetime has many friends. Foolish is the man who has neglected his fraternity ties and has forgotten those friends whom he once called Brothers. This is particularly true in a fraternity like Delta Sigma Pi because its members are professional business men and are representatives of every known kind of business. Therefore, such an association should mean more to a Brother after he is out of school than when he was in school.

What an exceptional opportunity a situation of this kind presents. Just think—there is hardly a business organization today of any size and reputation which does not have members of Delta Sigma Pi among its personnel. Not only is this true

in the Chicago area but throughout the length and breadth of these great United States—and even further, for we have Brothers scattered throughout the civilized world.

Let me give you two illustrations of what Delta Sigma Pi has meant to me:

First—I am deeply indebted to Jim Bansley, a classmate of mine at De Paul, prominent Chicago Certified Public Accountant. It was Jim who recommended me to the Federation Agency, Inc., an insurance agency in Chicago, to fill a vacancy as Manager and Vice-President. I was accepted ten years ago and today I



J. ROBERT JOHNSON, De Paul
Prominent Chicago insurance man

still carry on in that capacity. This new connection meant bigger and better opportunities—a chance to meet people whom I could not have otherwise, and it was through this connection that I got my chance to broadcast in radio, on Station WCFL, and it has been my privilege to broadcast weekly from that station for the past nine years. Perhaps in no other way could I have been known to so many people than through this radio connection.

Up until a few years ago WCFL operated a low wave station, known as W9XAA, and as my programs were broadcast over both stations, I received letters from all over the world; one in particular came from the Isle of Capri. It is not unusual now for me to receive letters from New York, North Dakota—in fact, from all parts of the United States and Canada—such is the miracle of radio. Nine consecutive years of weekly broadcasting on insurance has been a schooling in itself, and it has made me a better insurance man. I shall be grateful forever to Jim for all of this.

I owe equally as much to another fraternity brother—Charlie Spencer, of our Michigan Chapter, who is associate editor of the *National Underwriter*, *Accident and Health Review* and the *Casualty Insurer*—three of the insurance world's most popular periodicals. And here is how this debt came about.

On Friday, April 13, 1934, I conceived the idea of taking

advantage of this Hoo-Doo Day, Old Man Hard Luck's Holiday—by calling on prospects as Mr. Jinx Chaser, to sell them an Accident Policy, explaining that it was the best luck in the world to buy an Accident Policy on Friday, the 13th. On this momentous day I was successful in selling thirteen accident policies. By chance I happened to mention this to Charlie in discussing other matters with him, and he immediately saw the great possibilities of the day. On referring to the calendar we found that the next Friday the 13th would be in July, so Charlie took up the idea with the editor of the *Accident and Health Review* and it was decided that the first Official Hoo-Doo Day would be observed on Friday, the 13th of July, 1934. Charlie and his associates got busy publicizing the day, stirring up interest, playing up the possibilities for accident insurance sales—and naturally the first day was a tremendous success.

Leading insurance companies throughout our land claimed it to be a "natural," and so this was the beginning of the new popular and great day in the insurance world, National Hoo-Doo Day, a day which I honestly believe will last as long as insurance does.

Here's why I am indebted to Charlie: It was Charlie who publicized the day through his national periodicals. Had he not gotten behind the idea, nothing would have come of it. What would the annual Golden Gloves Tournament be without publicity? What would the annual All-Star Baseball and Football games be without national publicity? This same is true of National Hoo-Doo Day.

And while on the subject of publicity, another fraternity brother popped up, Thomas J. Montgomery, also of our Michigan Chapter. Tom was advertising manager of the Hotel Stevens in Chicago, the world's largest hotel, and had arranged a luncheon for the 13 charter members of the Black Cat Club to be held in room 1313 of the hotel. The Black Cat Club comprises those insurance brokers who sell 13 accident policies between sunrise and sunset on Friday, the 13th. He got the various reporters and photographers from the newspapers over, who witnessed the festivities, with the result that the Black Cat Club made the front page in the *Chicago American*, Friday, May 13, 1938. The picture was 7 x 12 inches, so any reader couldn't help seeing it. Which goes to show that you never can tell where and when you are going to run across an old fraternity brother, ready to do his bit for you.

I could go on and on, and give you numerous instances where other fraternity brothers have helped me along my road to success.

Tell me of a successful man in any line of endeavor and I will prove to you that that man has many friends, and to have many friends you must be a friend and cultivate friends. No man can have better, truer, more sincere friends than those he makes among his brothers of Delta Sigma Pi.

Always wear your pin—socially as well as in business. Be proud of it, for you never know when that identity may prove to be an important asset. One of the tragic things in life is where two men meet in an important business transaction and both of them fraternity brothers, and neither knows it, because no pins are worn. That business transaction might have been successful had the men known that they were both members of Delta Sigma Pi.

Don't forget that there are no friends like old friends—the friends that you have known throughout your lifetime, from school days on to old age—for, "Old friends are like old wine to drink, old books to read, old logs to burn"—they are the best. Supposing you think it over.

Nazis Make Odd Business Men

Hitlerian Methods for Winning Friends and Influencing People

12pt

CURRENTLY ONE OF THE country's best sellers is Douglas Miller's book *You Can't Do Business With Hitler*, published by Little, Brown & Company. Brother Miller, a member of our Denver chapter, was for 15 years the United States commercial attaché in Germany, returning to the States two years ago. In his position in Germany he certainly was able to become one of the best informed individuals in the world regarding the Nazi technique of doing business. His interesting book is one of the most discussed volumes of the year and has been so ably reviewed by Mr. Shepard Stone in *The New York Times* that we have secured their permission to reprint this valuable review in its entirety. It follows here:

William E. Dodd, our late Ambassador to Germany, has small praise in his recently published diary for members of the diplomatic fraternity, American or foreign. But soon after taking up his post in Berlin, in August, 1933, he was making this entry in his journal:

"Conferred with our commercial attaché here, Douglas Miller, who speaks German fluently and is married to a German wife. My first acquaintance with his work came only a day ago when his admirable survey of German conditions under the Hitler regime came to my desk, exceedingly well done."

Ambassador Dodd had picked his man. It would be a good thing for the country if our chief anti-interventionists and the broad public would show the same judgment. Mr. Miller's book is compulsory reading. Many valuable books have come out of experiences in Nazi Germany, books which put a mirror to the work of Adolf Hitler. But few compare with Mr. Miller's contribution in *You Can't Do Business With Hitler*. In this volume an analytical mind has given us a simple yet profound understanding of what Hitler and Hitlerism mean and, more important, what the Nazis intend to do about the United States.

Unlike our vocal isolationists, whose attitudes are based mainly on domestic considerations, Mr. Miller shows that he has taken the lessons of history to heart. Based on fifteen years of experience in Germany, six of them during the reign of Hitler, he diagnoses and interprets the aims and actions of our country to sit by and allow Hitler to win in Europe. He is convinced that the Fuehrer is out to dominate the world, that the Nazis hate this country with poisonous intensity, that they would use every weapon in their varied arsenal to destroy the kind of America we know. You can't do business with Hitler, says Mr. Miller, and his 229 pages prove it.

Leaders of opinion in this country and business men in particular would do well to think over such statements as these:

"The Nazis are not organized for peace. They are not prepared for it. They would not know what to do with it."

"There is no such thing as having purely economic relations with the totalitarian State. Every business deal carries with it political, military, social, propaganda implications."

And this on Nazi "business" methods, as revealed to him by a German Foreign Office official:

"Instead of the United States we would like to deal with different areas, treating them as separate countries. We would not do much business with the country of New York, but we would buy cotton from the country of New Orleans and sell finished

goods. We would buy fruit and lumber from the country of San Francisco and sell manufactured goods. We would buy packing-house and agricultural products from Chicago in exchange for our manufactured goods." You see, says Mr. Miller, what the Nazis would really like: to unify Europe and divide America.

From the beginning of Nazi rule Mr. Miller saw the Nazi machine from the engine room. He saw the Nazi economic weapons at first hand. He tried to negotiate with them. Their manipulation of exchange, foreign trade, debts was a wonder to behold. He saw how they tied economics to a military-political strategy, how they used all kinds of pressures on individuals and groups to achieve their goal. He shows why it would be impossible for an individual industry or firm in this country to do business with a State-controlled Nazi economy without being crushed in the process.

For the sake of argument Mr. Miller assumes a Nazi victory over Britain. What would we then face? All European mails and cables and telephone messages would be censored by the Nazis; could we, on our end, allow freedom and go on without censorship? The newspapers and books of Europe would be censored; would we have to do the same? Under the new set-up Hitler would control the trade-marks of French wines, Harris tweeds, Copenhagen porcelain and thousands of other products. He would control all stock of American corporations in Europe. How could we combat such a set-up without adopting totalitarianism ourselves?

More than all this: "If Hitler wins in Europe, he will control the Pope, the Vatican, the overwhelming majority of the Cardinals of the Catholic Church, and its central executive organization. He will be in a position to exercise pressure upon the church through his power to confiscate schools, universities, orphanages, asylums, hospitals, monasteries, and other kinds of church property." Though Pope Pius whom Mr. Miller knew when he was in Berlin, would fight valiantly to preserve the ancient liberties of the church he would be faced, says Mr. Miller, by an opponent who believes only in power, in bomb and shell, not in argument.

Mr. Miller wants us to do something about it—now. He believes that the fight against Hitler is our fight, that we must not allow the Nazis to win and control Europe, that we must not give Hitler time to organize large areas of the world against us. "We must prepare and fight simultaneously, as we have always done before," he says. And let us stop worrying about secondary matters now, such as Britain's peace aims. "By the time this war is over," he says, "the chief British aim will be their aim to please us."

Like many Americans who really know Germany—the people, their strengths and weaknesses, their psychology—and who see beyond the fact that the Germans have produced an efficient military and air organization, Mr. Miller believes that the Nazis can be beaten. Observers who have recently arrived in this country from Germany tend to agree with Mr. Miller. Though the German people believe their armed forces are almost unbeatable, they are having growing misgivings about the never-ending campaigns into which Hitler has pushed them. They are beginning to fear economic catastrophe. They are not

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DOUGLAS MILLER, Denver

8pt VB

A Proving Ground for Business Men

By Elmore Petersen, Colorado

Dean, School of Business, University of Colorado, Province Officer of Delta Sigma Pi, Governor 113th District, Rotary International

PROVING GROUND is a term used by the manufacturers of motor cars to describe an area where the stamina and stability of automobiles are tested. In it, cars are required to perform over roads, some good and some bad, and in places where there are no roads at all. There are steep hills and heavy grades, sticky mud and deep sand, straightaways and vicious curves, places where driving is easy and others where the going is tough. Moreover, such tests are made in all kinds of weather, for weather is no respecter of either persons or their possessions. A proving ground for motor cars, then, deals with physics—the forces of nature and the strength of materials in combinations in which the ingenuity of the mind of man has placed them.

Physics alone, however, is not an adequate criterion of the usefulness of men or machines. True, the stresses and strains to which the latter are subjected can be measured by scientific tests, and the faults thereby discovered corrected. Men, on the other hand, are even more complicated than the finest automobile with thousands of parts whose tolerances are calculated to a thousandth of an inch. The performances of business men are dependent not only upon the "strength of materials" within each individual, but upon the impact of each upon the other, and their behavior in association. The goal of efficiency in an automobile is that it will perform mechanically as well alone on the wide-open stretches of a western highway as in the dense traffic of a metropolitan area.

Business men do not and cannot demonstrate their efficiency that way. Business itself is essentially a co-operative enterprise. No business man can live unto himself alone, no matter how great devotion there may be expressed to "rugged individualism." The American way of life is predicated upon the preservation of the rights of the individual citizen as set forth in the Bill of Rights in the Constitution of the United States, and the virtues of the system of private enterprise which has made this country great. But the rights of the individual become license and anarchy if exercised without regard to the rights of other persons; and private enterprise destroys itself unless it finds sanction within the framework of organized society. How important it is, therefore, that a "proving ground" be provided where business men of varied vocations, but of basic common interests, may come together frequently and regularly, there to become acquainted, and in an atmosphere of relaxed informality, talk about and think about the common good without affecting the true vigor of competition.

Such a proving ground for business men is found in the almost ubiquitous clubs of Rotary International.

Rotary had its inception in Chicago on February 23, 1905. On that date Paul P. Harris, a young attorney with a socially sensitive nature, revealed a plan which had been formulating in his mind for nearly five years, to three friends who met with him in his office. His purpose was to create a social club in which there should be provided an opportunity to synthesize fellowship and business for the greater good of both. It was to be a place where the members could meet as business men

and "talk shop" freely, openly, and without embarrassment or collusion, since a fundamental requisite of eligibility to membership was classification, i.e., no two men deriving their livelihood from precisely the same vocation should be accepted at the same time. Among the first set of members, therefore, were the founder, a lawyer, together with a man engaged in mining, one in life insurance and one in fire insurance, a printer, an artist, a tailor, an engraver, and a banker. The club prospered. Its purposes had struck a responsive chord, and within four years, its membership had grown to more than three hundred.

It was soon discovered that the intermingling of business men actuated by motives of kindness and friendship, was fertile soil for the development of a germ of which there had hardly been a consciousness except in the mind of the founder. It was the seed of the "service" ideal, which was later to dominate the movement. In the words of Mr. Harris, "We had made a piece of machinery of which, at first, we had not foreseen what would be the ultimate use. Now we saw it—that the man of Rotary should be the interpreter of the ideal of service above self in business and professions."

As this seed grew, it burst the bounds of Chicago and spread first to the Pacific Coast in 1908, and thence, year by year, ever farther, until today, not quite thirty-seven years later, there are over 211,000 members in 5,075 clubs in all parts of the world.

Since the first of July in the current year, it has been the writer's privilege to be governor of the 113th District of Rotary International. The area of this district comprises Colorado and Wyoming, with segments of Nebraska and New Mexico. In it there are sixty-one clubs representing a membership of more than 2,600 business and professional men. The clubs vary in size from ten members in a village, to 338 in the city of Denver. The communities in which the clubs are situated typify completely the economic and social life of the region. Farmers, miners, merchants, doctors, manufacturers, lawyers, teachers, preachers, foresters, cattle men—they are all represented, and many more. To visit these places, to spend a day or longer in association with these men in their clubs and in their places of business, has been the district governor's assignment. It has also been an education for him, if education means gaining an insight into the lives and thinking of those upon whom the permanency of the nation rests.

Certain historians and social scientists have designated Rotarians as belonging to that section of the community called the *bourgeoisie*. This has not been intended to be an epithet of opprobrium, but rather a descriptive label of the middle class. Sometimes the term is not so understood, but is taken to mean a position of opulence and affluence in society. Visits to the Rotary Clubs of Silverton, Colorado, and Buffalo, Wyoming, will fail to reveal men who are either opulent or affluent. But the visitor will find men wearing hob-nailed boots in the one, and ten-gallon hats in the other. Members in scores of other clubs in the district may be similar-



ELMORE PETERSEN, Alpha Rho Chapter

ly typified. Rotary, in the inter-mountain region at least, has been selective of men, not on the basis of wealth or social prestige, but on the basis of character. That is to say, Rotary sees honor in every upright calling, trade, or profession; and to the end that the exponents of the highest standards in such occupation in each community where a club is established may benefit from their common experiences, they are invited to membership, each according to his classification.

To one Rotarian the unique significance of Rotary is fellowship; to another it provides a pattern for living; to a third, it is an adventure in friendship; still another may find through it an opportunity for service; and to still others its value may be stimulating companionships which give support to one's faith. Whatever the values may be, they are in essence idealistic and spiritual, and therein lies both the appeal and the strength of the movement.

It is in such an atmosphere that Rotary has become a proving ground for business men. This statement is something more than a fine phrase. The writer began his career in close contact with the business men in the Rocky Mountain Region more than a quarter of a century ago. At that time there were two Rotary Clubs in the district, Denver and Pueblo, Colorado. In the intervening years Rotary has grown apace, and it has been observed that its influence upon men individually, and the communities in which they live, has been both marked and salutary. This influence has also been noted in many valued students who have enrolled in the School of Business, whose fathers are Rotarians.

It is not too far-fetched to draw a parallel between Rotary and Delta Sigma Pi. For the students in a collegiate School of Business, a chapter of the fraternity is likewise a proving ground for potential business men. As in the Rotary Club, in the chapter there is to be found fellowship, recreation, education, prestige, opportunities for service, and stimulating companionship. Membership in Delta Sigma Pi does not depend upon classification, to be sure. Yet, it is selective. Moreover, in it are to be found young men who aspire to careers in accounting, marketing, finance, management, transportation, and many other fields of business. When college days are over, it will not be a far step from the chapter to the club, for in chapter the ideals of uprightness and "service above self" have also been emphasized.

As governor of the 113th District of Rotary International I will travel 20,000 miles this year in pursuance of my responsibilities. The effort will be worth all it will cost.

12pt VB
The Challenge to Marketing

(Continued from page 5)

purchasing power to those who haven't got it are still in the elementary stage.

The figures show that in 1940 advertising was 29.2 per cent below what it was in 1929. Whereas the per capita expenditure for advertising had been running around \$18 and \$19 in 1927, 1928 and 1929, it amounted to \$12.21 in 1939 and \$12.61 in 1940. The average volume of advertising activity during the last four years had increased 32.5 per cent since the bottom of the depression. National income had increased 63.9 per cent and industrial production 56.5 per cent.

We must sell, sell, sell. The needs, wants and desires of 132,000,000 Americans have never been remotely fulfilled, and after this emergency they will be greater than ever. The people of America will not stand for another era of idle plants and idle workers.

We can strengthen Democracy by finding sound ways by which more of the fruits of our free-enterprise system can be

brought to more people. Doing that will increase employment, lift pay rolls and increase purchasing power all down the line.

Future Temptation in New Plants

There can be no question about the importance of this job. We are building plants in this country today, financed by government, which when the war ends will furnish the greatest temptation for Socialism that America has ever had. Between July and this fall, 784 new plants will be put in production. They are armament plants now but they could be converted by the government into yardstick plants for everything imaginable in peacetime. These plants are costing 2 billion dollars of the people's money. Can't you see the temptation? In addition the RFC plans to construct 100 other plants costing 650 million dollars, as soon as possible. A further addition will be about a million dollars to finance more steel capacity.

Which plants will shut down first—the private companies or the government? Will the government plants be used as yardsticks to force private industry to measure up to reformers' ideas of management? Will these plants be used to beat down prices and values so that private plants can be "bought in" at low figures?

The temptation will be tremendous unless in the meantime private enterprise has done such a thoroughly creditable job that the American people will shout, as with one voice—hands off to further meddling and unwise experimentation.

Strength of Industry Shown in Crisis

The so-called "Monopoly Committee" in its report on the study of the depression warned that the germ of Socialism was represented by the TVA and the germ of Fascism by the Bituminous Coal Act. This committee urged that for the future "private enterprise" be encouraged as a healthier way of recovery than pump-priming. And the accomplishments of industry in the defense program clearly show the strength of our free-enterprise system when encouraged.

You, ladies and gentlemen in the market-research profession, are actually the home guards of today. Your responsibility and opportunity—your challenge—is to keep the flow of consumer goods at the highest level commensurate with defense necessities, and to help find the way to increase purchasing power when the emergency is over.

You must be on guard to protect the standard of living and to help improve the "American way of life." It is the job you have done with a real credit to yourselves and your profession from the day that market research was founded. But today it is a greater opportunity than ever. It can be met only by fulfilling the expectations of the consuming public.

We must never lose sight of the basic fact—borrowing the trade-mark of Mr. Parlin, a dean of your profession and for many years head of my own company's research staff—that "The Consumer Is King," today, tomorrow and always.

Nazis Make Odd Business Men

(Continued from page 7)

satisfied with their food. They have vague fears about the entry of the United States into the war.

Our indecision is one of Hitler's chief strengths, Mr. Miller indicates. We must act now, he repeats, and the greatest contribution he could have made to such action is his book. It proves that in keeping Mr. Miller in Germany for fifteen years as our commercial attaché the United States was doing itself a shrewd favor.



WITH THE

ALUMNI

THE WORLD OVER

Delta Sigma Pi Founder Dies

ALFRED MOYSELLO, one of the four founders of the International Fraternity of Delta Sigma Pi at New York University, School of Commerce, Accounts and Finance, died on March 25, 1941 at his home in Kew Gardens, New York, after an illness of several months. This was quite a shock to his many friends in the fraternity. Funeral services were held Saturday morning, March 29, from his residence at 114-19 75th Avenue, Kew Gardens, with a solemn requiem mass at the Queen of Peace Roman Catholic Church, with interment in the Holy Cross Cemetery, Brooklyn.



Brother Moysello was born in Naples, Italy, on April 20, 1884. He came to the United States at an early age and received his formal education here. He entered New York University in 1906, was one of the most popular members of his freshman class, had plenty of personality and participated wholeheartedly in all of the activities of the class. He joined with several other New York University students at that time in the founding of Delta Sigma Pi fraternity and as a fraternity brother no one exemplified more the purposes of Delta Sigma Pi than Brother Moysello. His friendliness and personality were distinct chapter assets.

In the early years Alpha Chapter maintained summer homes on the seashore and these were an important factor in creating the right kind of fraternity spirit at that critical stage. Brother Moysello was one of the leaders in this movement.

Brother Moysello had been connected with the Board of Education of Brooklyn for many years and gave much of his time to the study of juvenile delinquency and child psychology.

Brother Moysello was in attendance at the 13th Grand Chapter Congress of Delta Sigma Pi, held in Philadelphia in September, 1939 and will be well remembered by the several hundred members there present for the active interest he still displayed in Delta Sigma Pi affairs and which he had manifested throughout his life. He was survived by his widow and a grown son, Alfred Moysello, Jr.

Aviator

DELTA SIGMA PI has now taken to the air. Back in June of 1933 Charles A. Wagenseil, New York, was graduated from New York University School of Accounts and Finance. While in college, his major was business administration. Those who knew "Charley" liked the way he applied himself. He was always eager to learn and consequently took his studies seriously. But one would have to be near him to really understand him. Here was a boy who really liked outdoor activities. Among other things he had the good fortune to be able to own an "Old Ford" and he enjoyed taking it apart as much as going on trips just to see what it could do.

Shortly after he graduated he entered the business field as a salesman. He became associated with a competitor of his father's firm in the paper business. The progress that Brother Wagenseil enjoyed in his business endeavors came slowly but nevertheless was more pronounced as time went on. He was even successful in "stealing" a favored account away from his father's firm.

During his stay in the paper business, "Charley" learned to be a little bit thrifty. At the same time he found a new hobby for himself. He had been up in an airplane a few times. Right there and then he decided that there really was something to flying and that he was going to learn more about it as soon as he could. For at least two years his entire weekends were spent at Roosevelt Field, N.Y. On these occasions he was learning how to operate and fly an airplane. While all this was taking place "Charley" was also interested in what made the plane fly. It is generally understood that he is quite competent as a mechanic.

About March 1, 1941, Brother Wagenseil terminated his employment as a salesman and took a part ownership in a private airplane service located at Roosevelt Field, N.Y. His enthusiasm for flying and airplanes apparently is limitless, as his "home" is the flying field.

Not so long ago there appeared on the front page of one of the New York City newspapers the following item: "Cracks Up Twice in Two Days." These incidents took place on both Saturday and Sunday afternoons. In both instances "Charley" was up with a student. On Saturday afternoon after the plane had taken off he discovered that one of the landing gears had come off the plane. However, he was able to land the plane without any major damage to it. On Sunday afternoon "our pilot" took off, and when landing the plane he landed on soft ground which caused the plane to almost overturn. Some damage was done to the plane and none to the occupants. Like a real flier, "crashes" don't stop Brother Wagenseil.

When the Selective Service Act was put into operation "Charley" registered just as millions of others did. It now happens that all his ambitions as a flier have not been in vain. He now has a special rating as regards Selective Service, and his flying activities are under control of the Civil Aeronautics Administration. Officially he is a government flying instructor. This is what one hobby led to.—PAUL B. CUNNINGHAM

Charles Ross Anthony Initiated by Oklahoma

BETA EPSILON CHAPTER of Delta Sigma Pi at the University of Oklahoma initiated Charles Ross Anthony of Oklahoma City as an honorary member of the chapter on May 10, 1941. Brother Anthony's career reads like an Horatio Alger story. Born August 10, 1885 on a farm near Trenton, Tennessee, he attended county school through the fourth grade and when, as an orphan lad of 13 he arrived at Holdenville, Indian Territory, in 1898, neither he nor his fellow passengers dreamed that one day he would be the guiding genius of a million dollar corporation.

His total capital on reaching Holdenville was \$2.02 and \$2 went for his first nights lodging. He got a job in a general store at Holdenville and remained there for eight years. He took courses in bookkeeping, spelling and mathematics in the evening at a business college. He left the employ of this store to become the private secretary of Governor Brown who was then Tribal Governor of the Seminole Nation, Wewoka, Indian Territory. He married Lutie L. Mauldin in 1910 and in 1911 he moved to Cleveland, Oklahoma, and entered the drygoods business as an employee of the J. P. Martin Company.

He conceived the idea of operating more than one store on the co-operative plan whereby the manager of each store owns a part interest and six new stores were opened within the coming three years on this plan.

In 1922 he sold his interest in this company and launched a new chain of stores operating



CHARLES ROSS ANTHONY, Oklahoma

14th V 13
1942 Grand Chapter Congress to Be Held in Minneapolis

BY UNANIMOUS VOTE of the Grand Council of Delta Sigma Pi the invitation received from our brothers in the Twin Cities to hold the 14th Grand Chapter Congress there in September, 1942, has been accepted. An organization meeting has already been held in the Twin Cities and Rudie Janzen, long an active worker in Delta Sigma Pi, has been elected Chairman of the Committee on Local



RUDOLPH JANZEN, Minn.
General Chairman of 14th Grand Chapter Congress. J 8 pr

Arrangements. The personnel of this important committee is now being completed and will be announced shortly.

Our Minnesota chapter and the alumni in the Twin Cities and the State of Minnesota are quite enthused over the prospects of entertaining our next national meeting and promise everyone attending a wonderful time. Minnesota is a great vacationland and offers many attractions to the traveler. It is famous for its 10,000 lakes. The University of Minnesota has the second largest full-time registration of college students in the country and has been developed into one of the finest universities in the country. It is also famous for its football team.

We will have very fine hotel facilities for holding this meeting, so you had better start saving your pennies now and arrange your vacation schedule to be in Minneapolis next September and join the several hundred Deltas who will be there in really getting to know what your fraternity membership means from a national point of view. Members from the east, south and west can arrange a delightful motoring itinerary to Minneapolis and visit many historic and scenic points enroute. An increasing number of alumni and their wives are making it a point to become regular attendants at our Grand Chapter Congress meetings. Get the habit. Full details will be published in the columns of The DELTASIG during the coming year.

Assistant Comptroller

EFFECTIVE JUNE 1, 1941 Life Member Clarence B. Forkner, an alumnus of our Indiana University Chapter, became assistant comptroller of the large Sheffield Farms Company, Inc., 524 W. 57th Street, New York, New York.

and winter. Applications were solicited from the chapter officers of last spring, active workers who had had successful records of achievement within their own chapters and Rowland D. Sager, the Head Master of our very successful Alpha Beta Chapter at the University of Missouri, was selected.

Brother Sager reported for duty September 15 and after a two weeks' training period in the Central Office started on a tour of visitation to certain chapters in need of special help at this time. A week or two will be spent with each of such chapters. If this experiment proves successful it is quite possible that such an assistant will be appointed annually each fall for such time as may be needed that year. If it is possible to do this there will be much competition among our chapter officers each year to receive this important appointment as it will provide valuable experience to the member selected and he in return will render a real service to Delta Sigma Pi.

Dean Petersen Elected Officer of Rotary International

OUR PROVINCE OFFICER at Colorado, Dean Elmore Petersen, was elected a District Governor of Rotary International at their international convention held in Denver, Colorado, last June. Brother Petersen will devote much of his time during the coming year to visiting each of the 58 Rotary Clubs of Colorado and Wyoming, which comprise his district. The purpose of his visits will be to advise and assist Rotary Club officers and committeemen on administrative and activity matters.

Brother Petersen is Dean of the School of Business of the University of Colorado and professor of marketing there. He has long been an active worker in Delta Sigma Pi and we are happy to be able to publish in this issue of The DELTASIG a special article by Brother Petersen written for us at our request.

Province Officer Craig Marries

THE MARRIAGE OF Miss Harriett Flinn and William David Craig, Jr., of Beta Kappa Chapter, took place on April 12, 1941, at the First Baptist Church in Cameron, Texas, with Rev. D. Glen Flinn, uncle of the bride officiating. Gene Paul Henry of Beta Iota Chapter, was one of the ushers at the wedding. The bride graduated from Southwestern University where she was a member of Delta Delta Delta sorority. Brother Craig has been extremely active in Delta Sigma Pi affairs for many years, and is our Province Officer for the State of Texas, being in charge of Beta Iota Chapter at Baylor, and Beta Kappa Chapter at Texas.

After a trip to New Orleans, Natchez and Biloxi, Brother and Mrs. Craig returned to Austin, Texas, where they now reside at 1906 Robbins Place.

Deltasig Accounting Firm

OF PARTICULAR INTEREST to their many friends in the Chicago area, the three partners in the public accounting firm of Bansley & Kiener, 128 N. Wells Street, Chicago, Jim Bansley, George Kiener and Bernard Traut, are all alumni of our De Paul University chapter, and furthermore they are all Life Members of Delta Sigma Pi. Several members of their accounting staff are members of the fraternity.

under the name of C. R. Anthony Company. The sales people in the establishments were developed and made managers as new stores were opened giving them a financial interest in the new store. Now the C. R. Anthony Company has over 60 stores in Oklahoma, Kansas and Texas and has earned an enviable reputation with the buying public in these states. It is one of the few chains that has not only survived the depression, but has actually prospered throughout it.

Brother Anthony is a great believer in the proper education of children and has contributed much in both effort and ideas in this respect wherever he has lived. He now resides in Oklahoma City where he is a member of the Oklahoma City Chamber of Commerce, the Oklahoma Club, the Yacht Club of Oklahoma City; he is a Rotarian, a Mason, and a Democrat.

Deep sea fishing and horseback riding are two of Brother Anthony's favorite diversions. In his office he has a tarpon mounted on the wall behind his desk. He has an extensive stable of riding horses. Baseball and boxing are two sports which he favors from the angle of a spectator but he admits he likes the amateurs better than the professionals when it comes to boxing.

The personal characteristics that have contributed to Brother Anthony's success might be listed as follows: vigorous initiative, conservative optimism, great friendliness and an unbounded human sympathy, highly developed leadership, chaste honesty and a fine sense of justice, an accurate memory, and complete self-confidence.

Special Assistant to Grand Secretary-Treasurer Appointed

THE CONTINUED INCREASE of duties and responsibilities on the part of the Central Office staff, brought about by the greatly increased size of the fraternity, has made it necessary to increase the staff of our national headquarters office. The Grand Council authorized the employment of a special assistant to Grand Secretary-Treasurer Wright for a temporary period of several months this fall

12 pt. line initials



ROWLAND D. SAGER, Missouri

Wins Camera Honors

IN CHI CHAPTER, as in other chapters of Delta Sigma Pi, several of the more seasoned members—because of the mutual value of their association and efforts to the fraternity and to themselves and because of the success they have achieved in the social and business world—merit and receive special admiration and praise from their brothers. J. Elwood Armstrong, Jr., is an excellent example of such a member in Chi Chapter.

Brother Armstrong was born August 29, 1902 at Baltimore. Here he received his elementary education and in 1920 was presented a diploma from the Baltimore Polytechnic Institute. After pursuing some special courses at Johns Hopkins University he enrolled at the University of Maryland to further his higher education. Here he served as class president during his sophomore and junior years, but declined the honor during his senior year in order to have more time to devote to other activities. He graduated with high honors in 1926, receiving a Bachelor of Science degree.

It was in 1923, while attending the University of Maryland, that Brother Armstrong was initiated into Delta Sigma Pi, the fraternity from which he has received and to which he has given much. One of his classmates at the University was Grand President John McKewan, and between the two there developed a deep and undying friendship that has been strengthened and made more binding by their mutual association in the fraternity. Throughout the years the two, working side by side in fraternal and many other activities, have achieved outstanding success in their endeavors and gained the admiration and esteem of everyone. Brother Armstrong has held various

offices in the fraternity and since 1927 has served as Province Director. He is also Chairman of the National Life Membership Committee and a firm believer in the special value of such membership.

Having passed the State Board Examination, he became in 1928 a Certified Public Accountant of the State of Maryland, and in 1934 a member of the American Institute of Accountants. Since April, 1929 he has been an active member of the Maryland Association of Certified Public Accountants, serving in 1937-38 as Treasurer, 1938-39 as Secretary, 1939-40 as Vice President, and in 1940-41 as President. Last year additional work had to be assumed by the head of this organization since it marked the fortieth anniversary of its founding. In commemoration a forty year history book of the association was published.

Brother Armstrong is also General Chairman of the Middle Atlantic States Accounting Conference which held its convention on the 5th, 6th and 7th of June. Cooperatives from six states, the District of Columbia and the American Institute of Accountants did their part to insure the success of the Conference. Other offices now held by Brother Armstrong include Presidency of the Executive Council of the University of Maryland College of Commerce Alumni Association and membership on the Alumni Board representing the College of Commerce.

From 1926 to 1929 Brother Armstrong was associated with J. Schoeneman, Inc., local clothing manufacturers, during which time he acted as supervisor of the accounting records of that firm. In January, 1929, he became a member of the Baltimore staff of Haskins & Sells, Certified Public Accountants, where he is now serving in the capacity of supervisory accountant.

One wonders how so busy a person could find time for hobbies, but it is well known that Brother Armstrong has two hobbies in which he is intensely interested. His original hobby was public speaking which, in addition to having proved to be an excellent pastime, gained for him the (past) Presidency of the Granville B. Jacobs Speaking Club of Baltimore, and proved an invaluable aid on many occasions in his accounting assignments. His more recent hobby has been photography. He became a member of the Baltimore Camera Club, one of the oldest clubs of its kind in the United States, and has received a number of prizes for pictures entered in local, state and national contests. More recently his first attempts at exhibition prints—competing with the world's best photographers—brought gratifying results since many of his prints were accepted for hanging in national salons.

Willingness to devote the necessary time and effort to each undertaking has been largely

responsible for the success that Brother Armstrong has attained in all his endeavors. His experiences indeed provide stimulation and offer encouragement to everyone who is desirous of advancing his position in the business and social world and of knowing a little more today than he knew yesterday.—EDGAR S. JACOB

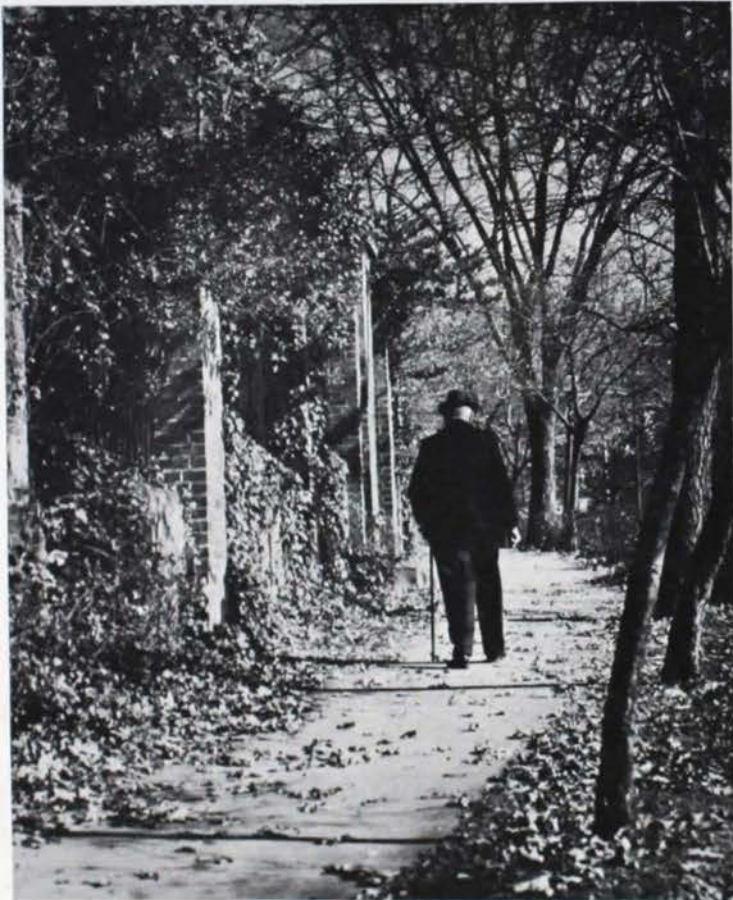
Chester Lloyd Jones Dies

THE WISCONSIN CHAPTER of Delta Sigma Pi mourns the loss of its beloved faculty member, Chester Lloyd Jones, who died on January 13, 1941, after a distinguished career. In his death the University of Wisconsin suffers an irreparable loss and Delta Sigma Pi loses one of its more distinguished members.

Brother Jones was born at Hillside, Wisconsin, on March 6, 1881. He graduated from the University of Wisconsin in 1902, which was followed by a year of teaching, then a year of graduate work at Wisconsin, a year at Pennsylvania, a year at Berlin and Madrid, after which he received his Ph.D. degree from Pennsylvania in 1906. He spent the next four years as instructor in political science at Pennsylvania, where he also served as assistant editor of the *Annals of the American Academy of Political and Social Science*.

In 1910 he was called back to Wisconsin as associate professor of political science, and he was advanced to a full professorship at the age of only 32. In 1913 he became chairman of the department of political science. From 1914 to 1917 he was secretary and treasurer of the American Political Science Association. In the fall of 1918 he was granted leave of absence by Wisconsin to become director of the Bureau of Foreign Agents at Washington called into existence because of our entrance into World War I. From this post he went to others in government service resulting in a continuous absence from Wisconsin for a period of 11 years. In 1919-20, he was a commercial attaché at the American embassy in Madrid, and after an intervening year as special agent at Havana, he served for five more years (1922-27) as commercial attaché at Paris. Still other appointments at the hands of the national government followed, including (in 1928) assignment as special adviser to a Pan-American Conference held in Havana.

In 1928 Brother Jones was again called back to the University of Wisconsin, this time as professor of economics and political science. Two years later he became director of the School of Commerce, which position he held until 1935 when it was relinquished in order for him to devote all of his time to teaching, research and writing. Over many years Brother Jones maintained wide connections with scholarly and professional bodies, contributing to their journals, serving on their committees, and attending their meetings and conferences. He visited Latin American countries repeatedly. He was the author of numerous books. He was the inspiration of much of what has been done in Washington in recent years for the furtherance of Hispanic studies and international relations. Brother Jones was one of the most beloved members of the Wisconsin faculty. Geniality, wit, generosity, loyalty, keenness, dignity, balance—these are some of the qualities that those who knew him best found in him unfailingly. Thousands of former students and other acquaintances throughout the country and in other lands (especially those to the south of us) mourn his passing; on the campus memory of him for what he was and what he did will stir pride and lend inspiration through years to come.



AUTUMN. Photograph by Elwood Armstrong of Chi Chapter, and which has hung in two national salons.

Prominent Cincinnati Alumnus

EARL J. AYLSTOCK is outstanding among the alumni of Alpha Theta Chapter. Although he is only forty-one years of age, his career has been interesting and varied. He received his elementary and high school education in Kings Mills, Ohio. Upon graduation from high school he came to Cincinnati where he was employed as a machinist by the American Tool Works Company for a period of two years. Meanwhile he also attended classes in the Cincinnati evening high schools. He left this position in 1916 to become a ticket seller for the Pennsylvania R.R. in Cincinnati.

When the United States entered World War I, Aylstock volunteered in the U. S. Navy. He was assigned to transport work and served as Chief Yeoman on the U.S.S. *Wakulla* during the entire period of the war. He returned to his job as ticket seller with the Pennsylvania R.R. after the war and remained in this position until 1921. In 1921 he returned to the sea in the Merchant Marine. This was of short duration as he came back to



EARL J. AYLSTOCK, Cincinnati

Cincinnati in 1922 as a ticket seller in the Consolidated Ticket Office. He remained at this job until 1925. In 1925, at the age of twenty-eight, he entered the University of Cincinnati as a co-operative student in the College of Engineering and Commerce. It had always been his ambition to be a college graduate. He received his degree of Commercial Engineer in June, 1931. During the last two years of educational work at the University he had the unique distinction of being an undergraduate student and also a member of the faculty, having been appointed in February, 1929 to the position of Assistant to the Director of Evening and Extension Course, College of Engineering and Commerce. Brother Aylstock resigned his position with the University of Cincinnati on December 31, 1936 to become manager of the college textbook department of the South-Western Publishing Company of Cincinnati, the position he now holds.

In addition to these activities, Brother Aylstock has been Assistant Secretary and Director of the Spring Grove Avenue Loan and Deposit Company of Cincinnati since 1930. Earl Aylstock is also a member of the following organizations: Beta Gamma Sigma, Mason, American Legion, Kiwanis, American Economic Association, American Business Law Association, American Business Writing Association, South-West Social Science Association, and Southern Economic Association.

We at Alpha Theta are proud of our brother and his achievements. He has been one of our active and loyal alumni.—HAROLD C. DOUTHIT

President of Little Theatre

KENNETH C. GODSHALK, a member of the Jacksonville Alumni Club of Delta Sigma Pi, was signally honored when elected president for the 1941-1942 season of the Little Theatre of Jacksonville, Florida, at its combined Studio Night and annual meeting on April 1, 1941. Brother Godshalk attended the University of Michigan at Ann Arbor, Michigan, where he was a member of Xi Chapter. Being interested in and having a knack for mathematics he specialized in an actuarial course. Brother Godshalk is musically talented, playing two instruments, the piano and saxophone. While in school he earned his way in part by playing for dances and social functions with a college orchestra.

Upon graduation in 1931, Kenneth was employed by the Pyramid Life Insurance Company of Little Rock, Arkansas, for four and one half years, becoming assistant actuary and auditor. In August, 1935, he left Little Rock to come to Florida where he was employed as assistant actuary by the Peninsular Life Insurance Company. Kenneth continued successfully with his company, being promoted the first of this year to assistant actuary and assistant secretary.

When in Little Rock, Kenneth met Miss Kathleen Bowden and they were married on May 18, 1934.

Since 1935 Brother Godshalk has been a member of the Little Theatre of Jacksonville, which is considered one of the best ten in the United States and after 20 years now has a membership of approximately 1400. He served two years as treasurer, one as first vice-president and has taken part in a number of plays. His more recent performances include leads in "Double Door" and "The Silver Cord." The enthusiastic reception of his nomination and unanimous election indicate his popularity and the high regard in which he is held by the group.—HARRY GARDNER

Busy Dean

RAYMOND E. GLOS, Dean of the School of Business at Miami University, has long been one of Alpha Upsilon's busiest workers. How he finds the time to devote to our chapter that he does is one of our unsolved mysteries—he is a busy man but he is always willing to serve our chapter in any possible way that he can. Naturally his work as Dean keeps him working, but he still finds time to serve as Province Officer of Delta Sigma Pi and do his usual capable job.

Recently his job as Grand Secretary-Treasurer of Phi Eta Sigma, national honorary of



RAYMOND E. GLOS, Miami

freshman men, took him down under the Texas sun; this trip was to attend their national convention. During spring vacation, he spoke before alumni on Miami Alumni Day at Washington, D.C. Brother Glos is also extremely active in town affairs; one of his big worries at the present time is the Community Chest Drive. Then, he is quite active in the affairs of the Oxford Kiwanis Club.

The problem of getting a job for seniors worries him as much as it does some of the men who will be graduated in June. He and John E. Jeuck have kept the placement bureau humming at top speed in bringing many top firms of the country to Miami to interview our Seniors in the School of Business. In the midst of all of his activities, he still finds time to play a "mean" game of golf and to become a member of Miami's best dressed faculty list.

Appointed Director

WILLARD E. HOTCHKISS, *Northwestern-Beta*, Maurice Falk Professor of Social Relations at Carnegie Institute of Technology, has been appointed director of a new Division of Humanistic and Social Studies at the Institute, effective May 1, 1941. The new Division replaces a Division of General Studies which has been discontinued.

Judge Advocate

SYLVESTER HOFFMANN, *Northwestern-Beta*, was recently re-elected National Judge Advocate of the Disabled American Veterans of the World War for the sixth consecutive time at their convention held in Cincinnati in October. Brother Hoffmann is now a practicing attorney in Los Angeles, California.

Miami Faculty Brothers

ALPHA UPSILON IS VERY fortunate in having several Delta Sigma Pi men prominent on the faculty here at Miami University. These men are a constant source of inspiration to us and are always willing to do everything that they can to help us better the chapter.

First, we have Raymond E. Glos as the Dean of the School of Business who is continually proving his worth to us. His work as the Dean plus the burden of finding jobs for seniors has made him a very busy individual recently. Our faculty adviser, Halsey E. Ramsen, must be congratulated for the manner in which he has taken such interest in Alpha Upsilon's activities. He has served us very ably this last year; we enjoyed his work to the utmost. Brother Pamsen brought a fine record with him in Delta Sigma Pi activities from Johns Hopkins and he has even bettered it at Miami. Besides his teaching activities here at Miami University, he has been teaching several courses in the Dayton Y.M.C.A. evening school and has been serving as head of a training school for salesmen for a Dayton industrial firm.

C. H. Sandage of the marketing department is certainly a man of many activities. Besides his work as head of the department, he is Chairman of the Teaching Materials Committee of the American Marketing Association, is a director of the Cincinnati Marketing Association, does consulting work for the Distribution Corporation of New York City, is Marketing Consultant for the Greenhill Consumer Service, Inc. of Cincinnati, and frequently does consulting work for the Gruen Watch Company of Cincinnati. His text-book on advertising is used by over 75 of the leading colleges and universities of the country.

Head of the economic department, J. M. Peterson, has been extremely busy for the past several months. He and two of his colleagues have been writing a text on money and banking. Brother Peterson is one of Alpha Upsilon's charter members and still retains a very active interest in our activities.

Another charter member and first Scribe of Alpha Upsilon is Rollin C. Niswonger who this year was appointed Assistant to the Dean of the School of Business. He is co-author of a text on income taxation that has proven its merits. Still he is always willing to help us in any way in any of our activities; moreover, he is spoken of as one of the best dressed faculty men on the campus. H. A. Baker is the next member of the faculty who is an author—his text on merchandising was published a year ago.

Two other Delta Sigma Pi men are Robert Goacher and Richard Duncan. Brother Duncan is Comptroller and Treasurer of the University, and Brother Goacher is Secretary of the University Y.M.C.A. Both men have proven themselves very capable in their respective fields.

We members of Alpha Upsilon are very proud to call these men "brothers" and wish to take this opportunity to thank them for their interest and the fraternal co-operation which they have given us.

CHICAGO

THE HIGH POINT of activity for the Chicago Alumni Club to date this fall was the attendance of more than 50 Deltasigs at the banquet of the Professional Interfraternity Conference held in the Terrace Casino of the Morrison Hotel, Chicago, on October 10. As the banquet replaced the regular October meeting of our Alumni Club, it was a natural for us to gather in our regular monthly meeting place in the Morrison for an hour of greetings and refreshment before going down to the Terrace Casino in a body. The speaker of the evening was Judge John Gutnecht of Chicago being ably introduced by Dr. Morris Fishbein prominent editor of the *Journal of the American Medical Association* who was toastmaster.

Our own Brother "Gig" Wright, Secretary-Treasurer of the Professional Interfraternity Conference, followed Judge Gutnecht with an introduction of some of the more prominent members of the Conference who were present. The evening was topped off with a half dozen well chosen acts from some of Chicago's floor show attractions.

The September meeting was held in the Morrison Hotel under the usual schedule: Refreshments at 6, dinner at 7, and speaker at 8. The speaker of the evening was Lieutenant Pace, one of the officers of the Chicago Ordnance District, who spoke on the timely subject of "Mechanized Warfare."

We had a fine attendance at our Founders' Day Banquet which was held this year, on Tuesday, November 11 in the Roosevelt Room of the Morrison Hotel. Our speaker was Joseph Meeks, Executive Secretary of the Illinois Federation of Retail Trade Association. He spoke on "A Business Man Crystal Gazer." Matt Schulien entertained the members with his card tricks for an hour before dinner.

We will have a mixed party on Saturday evening, December 6 at 42 Cedar Street, and expect a fine attendance. Some of the Chicago Deltasigs who find that they are unable to attend the monthly meetings have been keeping in touch with fellow alums by attending the luncheons held every Wednesday noon at Harding's Restaurant on the 7th floor of the Fair.—DON GRAHAM

DALLAS

ANOTHER MILESTONE has been passed. On Friday, April 25, at noon, approximately 30 members of our Beta Kappa Chapter at Texas, 20 members of our Beta Iota Chapter at Baylor and 20 members of our Beta Epsilon Chapter at Oklahoma, assembled in Dallas for their annual Tri-Chapter Industrial Tour and the Southwestern Regional Conference sponsored by the Dallas Alumni Club. Special chartered busses took the group to the Dallas branch of Sears, Roebuck & Company where they were entertained at lunch, following which they made a tour of the mail order division as well as the retail store of this company. Then followed tours of the Dallas Cotton Mills and the Morten Milling Company. A banquet was held that evening in the Jefferson Hotel attended by almost 100 members. Cliff Rasmussen served as toastmaster and Grand Secretary-Treasurer H. G. Wright of Chicago was the principal speaker. On Saturday morning tours were made to the Federal Reserve Bank of Dallas, the Southwestern Life Insurance Company and the Dallas Transfer and Terminal Warehouse Company. A special luncheon was held at the Jefferson Hotel and in the afternoon the Southwestern Regional Conference ensued, with Grand Council Member Kenneth B. White presiding. Papers were presented by various delegates on important chapter problems, including rushing and membership, professional activities, chapter publicity, honorary members, head masters' problems, etc.

There was a large attendance at these sessions and spirited participation. All present felt they had gained much from this two-day meeting and voted unanimously to continue it as an annual event. The Dallas Alumni Club thoroughly enjoyed being host to such a fine group of young men.—DONALD V. YARBOROUGH

BUFFALO

THE BUFFALO ALUMNI CLUB started the fall season with an afternoon and evening party at the Buffalo Canoe Club, September 10. At this time officers were elected for the coming year. Lawrence I. Manzel was re-elected president; Robert A. Bollman, vice-president; C. Edward Wesley, secretary; and Edwin Philips, treasurer. The following were elected directors: Fred A. Wagner, Fred Kirk and Ronald Daniels. Last year was a very successful and active one and the new officers are making plans to keep the interest and activity in the Buffalo Club growing.

Charles Atkinson gave a party on September 20 for the Deltasigs at Olcott Beach. The highlight of the party was a ride in Brother Atkinson's sailboat the *Louise*. The *Louise* with living accommodations for four persons and with a capacity of taking 20 persons for an afternoon sail certainly gave those on the outing a real thrill. Those that missed this party passed up a type of outing that lingers long in our memories.

Fred (Teddy) Strauss, one of our confirmed bachelors, surprised us all by getting married in August. Speculation is now running high as to who will be the next confirmed bachelor to be hit by Dan Cupid. Rumor has it that Joseph Thompson is altar bound. Fred A. Wagner, Carl Guenther, Edwin Philips and Fred Kirk are still holding out for their bachelor freedom.

Robert Bollman recently was elected vice-president of the Business Administration Alumni of the University of Buffalo. Fred Wagner has been holding down the important office of vice-commodore of the Buffalo Canoe

Club. Our best wishes to Henry Norton and John Wilson who have become members of the United States Army.

When you meet Norman Schlant these days and you see him all smiles it's because the Schlant family recently acquired an addition to the family. Now that Denton Fuller has taken up his residence in Wellsville as the president of one of the local banks there, we miss seeing him and having the opportunity to drop in for a visit now and then.

We hope that Brothers from other parts of the country that are passing through or stopping in Buffalo will contact some of the local alumni so we can prove that our city slogan is justly deserved the "City of Good Neighbors."—C. EDWARD WESLEY

MILWAUKEE

FOLLOWING A PLEASANT monthly dinner in the Medford Hotel on October 13, 1941, the Milwaukee Alumni Club planned a full program for the year and held election of officers. President for the ensuing year is Robert Schoenecker and vice-president, Ernie Johannes. The secretary-treasurer is Dick Gardner, a 1941 graduate. Plans are being made to increase attendance by showing moving pictures of the Marquette-Wisconsin football game at the next meeting. Thirty members attended this, the first meeting of the year.

Social activities will include two dances and the annual New Year's party. A Thanksgiving dance is to be enjoyed on the Saturday nearest Thanksgiving Day. In celebration of the "wearing of the green," the Deltasig alumni will get together in a St. Patrick Day dance. The date for this will be set later. An Active-Alumni Smoker was also discussed for a future gathering of members other than the regular monthly meeting.

The next alumni club meeting will be held on November 10, 1941, with an increased turnout expected, since each member is going to make it a point to call one or more members not present at this meeting.

Since a large number of Deltasigs are now in the armed forces of the nation, the alumni members felt that it would be interesting and thoughtful to obtain their names and locations so as to correspond with them.—JAMES GUMB

PHILADELPHIA

WHEN THE MEMBERS of the Philadelphia Alumni Club met last June for the election of officers to serve the 1941-42 fraternity year they were charged with the spirit that "youth must be served," with the result that all the officers are of rather recent vintage insofar as their association with the Philadelphia Alumni Club is concerned. The men elected to guide our destinies for the ensuing year are: President, Addis L. Bowles; Vice-President, Frank J. Hickey; Secretary, Kenneth E. Voorhies; and Treasurer, James A. Perdikus.

One of the first steps of the new administration was the drafting of an activities program that will carry through until next June. The new calendar is one of the most extensive programs that the Philadelphia Alumni Club has attempted. It embodies in addition to regular meetings and luncheons, industrial tours, bowling and theatre parties, a Founders' Day Banquet that will rival any similar affair that Delta Sigma Pi has seen to date, top-notch speakers to address the club at those regular meetings designated as Speakers' Meetings, along with get-togethers after Penn's home football games and house parties both at Omega and Beta Nu.

(Continued on page 18)

Rose of Delta Sig

(Mu Chapter, Georgetown Univ.)

Arr. C. Fred'k. Clarke

Words and Music by
PAUL H. COUGHLIN

Valse Moderato

Piano introduction in 3/4 time, key of D major. The music features a melody in the right hand and a bass line in the left hand. The melody starts with a quarter note G4, followed by eighth notes A4-B4, quarter note C5, eighth notes B4-A4, quarter note G4. The bass line starts with a quarter note G2, followed by eighth notes A2-B2, quarter note C3, eighth notes B2-A2, quarter note G2. The piece is marked with a forte *f* dynamic.

VOICE

Flow'rs that bloom in life's fair gar - - den Blossoming bring thoughts of life and

Piano accompaniment for the first vocal line. The right hand plays a melody of eighth and quarter notes, while the left hand provides a harmonic accompaniment with chords and single notes. The dynamic is marked *mf* (mezzo-forte).

love, ——— You can see their pet - als fall - ing As — the season's

Piano accompaniment for the second vocal line. The right hand continues the melodic line, and the left hand provides accompaniment. A specific instruction *R.H.* is written above the right-hand staff.

days roll by; ——— The fair - est flower in the gar - - den Budding

Piano accompaniment for the third vocal line. The right hand plays the melody, and the left hand provides accompaniment.

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with a life that ne'er will die, _____ Is a flow - er that we

love so dear, The Rose of Del-ta Sig - ma Pi. _____

CHORUS

Rose of Del-ta Sig I love _____ you, _____ Rose of Del-ta

Sig - ma Pi, _____ When the shades of night are

fall - - ing I — dream of — days gone by; _____

As — I go thru life's long jour - - ney — Mem - o - ries will

nev - er die, _____ I — will al-ways hear you call - -

ing, Rose of Del-ta Sig - ma Pi. Pi.

The Founders' Day celebration that will set the pace for all Founders' Day celebrations will take place on the evening of November 7 in Philadelphia at the Hotel Bellevue-Stratford. A general committee under the very able chairmanship of Fred Floyd has been working for over four months lining up a program that bids fair to set a criterion for many banquets to come. John Hanby is once again heading a Deltasig publicity committee; Palmer Lippincott, James A. Perdakis, Ken Voorhis and "Skip" Bowles are but a few of the other key men that are putting this affair over. We'll have lots more to tell you about this occasion in the January DELTASIG.

The first meeting of the Philadelphia Alumni Club was held on October 9 at the Beta Nu Chapter house. A buffet supper preceded the meeting and upon its completion the group convened to hear an exceedingly interesting talk by Lieutenant Thomas P. Talbot, U. S. Navy, Office of Naval Intelligence. Lieutenant Talbot's topic was Naval Intelligence and judging by the manner in which he countered questions and "hedged" during the discussion period that followed the talk, we would say that there is a very nice position waiting for him in the diplomatic corps. After the discussion was brought to an end the group adjourned, not for the evening, but simply to the Beta Nu Chapter's new game room that now graces the basement of the building. Alumni were lavish in their praise for the actives who during the summer transformed a useless area into one that now possesses very definite advantages for the chapter.—RICHARD BOYAJIAN

HOUSTON

IN SPITE OF THE DRAFT and a recent hurricane, the Houston Alumni Club is still functioning and is planning a well-rounded program of entertainment and educational features for the coming year. Among other things, we will enter a team in the Houston Bowling League Matches, which will be held in two new \$100,000.00 bowling alleys now being constructed. Brother Hankamer is also lining up several successful Houston business men who will meet with us monthly to relate their experiences and offer advice on current problems.

During the latter part of the summer, an outing was held at Lyondale Park; and earlier in the season, a group got together for a fine time at the Plantation, one of Houston's newer night spots. Late in August, Coach Frank Kimbrough, of Baylor, entertained a group of Beta Iota alumni with pictures of the 1940 Aggie-Bear tilt.

The Houston Alumni Club will welcome any information concerning brother Deltasigs newly located in Houston.—CHARLES R. SHIRAR

New York

ON FRIDAY NOVEMBER 7 the New York Alumni Club celebrated Founders' Day at the Downtown Athletic Club with about 70 members in attendance. In addition to the many New York University alumni there, alumni were also present from Northwestern, Georgetown, Alabama, Georgia, South Dakota and Drake. Gene Molyneux proved to be a very capable Toastmaster and introduced the speakers, the first of whom was Anthony Meyer, president of our alumni club this year. Other speakers included Province Officer Walton Juengst, Head Master Bill Durgin of Alpha chapter and Philip J. Warner, Grand President of Delta Sigma Pi in 1914-1915.

The guest of honor of the evening was the first Grand President of Delta Sigma Pi, Walter N. Dean, a member of the class of 1910, who gave an inspiring talk on the meaning of Delta Sigma Pi to him, and who also had all of the

members stand for a moment's silence in memory of Founder Alfred Moysello who passed away recently.

LIFE MEMBERS

THE FOLLOWING MEMBERS of Delta Sigma Pi have taken out Life Memberships since the last issue of THE DELTASIG:

- 497 MARION L. HALUN, Beta, Northwestern
 498 FRANCIS C. KNAUTZ, Beta, Northwestern
 499 DOUGLAS J. W. CLARK, Beta Omicron, Newark
 500 RICHARD L. DUNCAN, Alpha Upsilon, Miami
 501 JAMES R. BANSLEY, Alpha Omega, De Paul
 502 GEORGE J. KIENER, JR., Alpha Omega, De Paul
 503 BERNARD H. TRAUT, Alpha Omega, De Paul
 504 ROBERT E. L. STUNZ, Chi, Johns Hopkins
 505 HENRY S. PUDER, Alpha, New York
 506 ABRAHAM H. PUDER, Alpha, New York
 507 WILLIAM P. CLARK, JR., Kappa, Georgia
 508 ROBERT S. STUDY, Alpha Pi, Indiana
 509 ROBERT S. HENKEL, Psi, Wisconsin
 510 ROBERT G. BUSSE, Beta Omicron, Newark
 511 EDWARD J. WINANS, Alpha Psi, Chicago
 512 GLEN L. CRAWOLS, Beta, Northwestern
 513 LEE B. CANNON, Beta, Northwestern
 514 GLEN A. BEYRING, Alpha Theta, Cincinnati
 515 WALDO E. HARDELL, Alpha Epsilon, Minnesota
 516 ERNEST L. OLRICH, Alpha, New York
 517 RALPH F. BAKER, Chi, Johns Hopkins
 518 MATTHEW J. DENNIN, Alpha, New York
 519 WOODROW A. TUPPER, Psi, Wisconsin
 520 WILLIAM B. ENGLISH, Alpha Mu, North Dakota
 521 WILLIAM F. ALBERTINI, Omega, Temple
 522 FRANK R. CHOBOT, Beta, Northwestern
 523 HERMAN F. LOEBL, Delta, Marquette
 524 VICTOR J. PAYTON, Beta, Northwestern
 525 EDWIN M. CLARK, Kappa, Georgia
 526 ROWLAND D. SAGER, Alpha Beta, Missouri
 527 FLOYD HEWETT, Alpha Delta, Nebraska
 528 RICHARD A. KARLBERG, Alpha Epsilon, Minnesota
 529 ORLANDO S. TOSDAL, Alpha Epsilon, Minnesota
 530 MERRITT C. GAMBILL, JR., Alpha Upsilon, Miami
 531 JUSTIN E. VOCT, Beta Epsilon, Oklahoma
 532 ROY A. BEAVER, Beta Epsilon, Oklahoma
 533 JAMES R. DRURY, Beta Iota, Baylor
 534 A. SAMUEL WALDROP, Beta Iota, Baylor
 535 W. LAWRENCE DAILY, JR., Beta Nu, Pennsylvania

There are three plans of Life Membership purchase. Plan A, \$35 cash, or \$5 per month for seven months. Plan B, \$37.50, payable \$12.50 cash, and two additional installments of \$12.50 each, one year apart. Plan C, \$40, payable \$5 cash, and \$1 per month for 35 months. Any alumni dues already paid for the current year will be credited toward Life Membership payments. All receipts from the sale of Life Memberships are placed in the National Endowment Fund of the fraternity and only the income derived from that Fund is available for fraternity operating expenses. It is hoped that many additional alumni will join this ever-growing list of life loyal Deltasigs.

Life Memberships make ideal gifts for presentation at Christmas, on Birthdays, and for other special occasions. If requested the fraternity is glad to have such Life Memberships dated to coincide with the actual date of presentation. Undergraduate members can secure Life Memberships, but since Life Memberships

pay alumni dues for life these do not remove any undergraduate dues liability of the member during his undergraduate days.

Banker

PAUL B. ROBINSON, *Virginia*, is Vice-President of the Liberty National Bank and Trust Company of Louisville, Kentucky and is also Treasurer and Director of the Louisville Y.M.C.A. and of the Norton Memorial Infirmary.

Forms Company

FLOYD R. GARRETT, *South Dakota*, has recently announced the organization of the Floyd Garrett Company with offices at 1213 Main Street, Dallas, Texas. The new firm is a partnership of Floyd Garrett, Theodore Copeland, Jr., and Henry Thevenet and they will handle fire and casualty insurance and surety bonds.

Personnel Examiner

HERBERT R. BASSMAN, *Missouri*, passed the examination for personnel examiner of the City of Kansas City, Missouri, ranking second in competition with 375 applicants. With the revival of good government in Kansas City and the application of the merit system to the fullest extent open examinations are held for all such types of appointments and Brother Bassman obtained this position two months after graduation from the University of Missouri.

Mural Painter

BERTRAND R. ADAMS, *Iowa*, has won many honors in recent years in connection with his painting ability. He assisted Grant Wood on the Iowa State College Library murals. He painted "Early Settlers of Dubuque" for the Dubuque, Iowa, Post Office. Brother Adams resides in Webster City, Iowa, and has an interesting hobby of collecting "Whip Sockets."

Mortician

MATTHEW J. LAMB, JR., *Northwestern*, funeral director of the Blake-Lamb Funeral Home at 712 W. 31st Street, Chicago, has just completed the construction of a beautiful new funeral home at 1413 W. 79th Street, Chicago.

Passes Marine Examination

CHARLES J. FOX, *Ohio University*, was the first student to complete his tests before examiners of the United States Bureau of Marine Inspection and Navigation to obtain his diploma in the form of a license, through the winter navigation school sponsored by the Lake Carriers Association in Cleveland. Brother Fox has been a wheelsman on the freighters of the Cleveland Cliffs fleet in the summer months and attends Ohio University during the winter months completing his work toward a degree. Brother Fox's ambition is to become a transportation executive.

Plant Superintendent

W. CRAIG FURR, *North Carolina State*, is plant superintendent of Town House Hosiery Mills, Inc., manufacturers of ladies full fashioned hosiery at Chilhowie, Virginia.

BOOKS BY DELTASIGS

3 SOLUTIONS TO C.P.A. PROBLEMS, by JACOB B. TAYLOR, *North Dakota*, and HER-

MANN C. MILLER, published by McGraw-Hill Book Company, Inc., 667 pp., \$4. Brother Taylor is professor of accounting and head of the department of accounting of the College of Commerce and Administration of Ohio State University.

This is a new second edition of a book previously published and there are a number of features which have been commented on particularly: the new illustrative material covering such subjects as bank reconciliations, assigned accounts receivable, stock rights, etc.; and the new sections on contractors' accounting, returnable containers, and stock dividends in consolidated balance sheets.

ADVANCED COST ACCOUNTING, by CHARLES F. SCHLATTER, *Illinois*, published by John Wiley & Sons, Inc., 217 pp., \$2.75. Brother Schlatter is professor of accounting and associate dean of the College of Commerce and Business Administration at the University of Illinois.

This is volume II of Cost Accounting, volume I having been published several years ago. It contains much instructive material on Expense Distribution, Control of Factory Expenses, Burden Application, Standard Costs, Profit and Loss Arising from Market Changes, Waste, Spoilage, etc. etc.

FEDERAL TAX ACCOUNTING, by C. R. NISWONGER, *Miami*, and J. F. SHERWOOD, published by South-Western Publishing Company, 526 pp., \$3.20. Brother Niswonger is assistant professor of accounting of the School of Business of Miami University, Oxford, Ohio, and is also a lecturer on accounting at the University of Cincinnati.

The twelfth edition of *Federal Tax Accounting* is based on the Internal Revenue Code as amended by the Revenue Acts of 1939 and 1940. It is a complete treatise on Federal Taxes. All the popular features of prior editions have been retained in this edition. Certain changes have been made with a view of broadening the scope of the course and to improving its teachability. Major emphasis is placed on the Federal income tax, the subject being treated from the viewpoint of (a) individuals, (b) estates and trusts, (c) partnerships, and (d) corporations. Questions and problems are given at the end of each chapter.

DELTA SIGMA OF ACHIEVEMENT

KENNETH FELLOWS, *Iowa*, is advertising manager of the Houston Natural Gas Corporation, Houston, Texas. . . . HENRY W. MUELLER, *Newark*, is tax consultant for the Howard Savings Institution in Newark, N.J. . . . LLOYD O. ANDERSON, *Florida*, represents the Prudential Insurance Company in Gainesville, Fla. . . . MILTON S. HONGEN, *Rider*, is with the Ternstedt Division of General Motors at Trenton, N.J. . . . ROBERT CHARLES BATTAT, *Detroit*, is with the Ford Motor Co., Dearborn, Mich. . . . FRED M. OLIVER, *Utah*, is with the First Security Trust Company, Salt Lake City, Utah. . . . R. ROY BAINES, *Texas*, is with the Reed Roller Bit Company, Houston, Texas. . . . OWEN G. LEACH, *Northwestern-Zeta*, is secretary to the president of the Illinois Tool Works, 2501 N. Keeler Ave., Chicago. . . . GEORGE R. KNIGHT, *New York*, is with Julius E. Flink & Co., public accountants, Newark, N.J. . . . HARRY A. McGRATH, *Denver*, is with the Vega Airplane Co., Burbank, Calif. . . . E. KENNETH WOOD, *Miami*, is with the American Concrete and Steel Pipe Co., Los Angeles, Calif., and resides at 8102 Victoria Ave., Riverside, Calif.

NORBERT G. BAUSCH, *Creighton*, received his

Ph.D. in Accountancy at the University of Illinois in February, 1941. His thesis was: "The Relation Between Accounting and Certain Recent Developments in the Statutory Law of Business Corporations." . . . ALFRED E. McELROY, *Missouri*, is in the sales department of Thomas J. Lipton, Inc., Hoboken Terminal, Hoboken, N.J. . . . TOM LEE BARROW, *Florida*, has recently been commissioned 2nd Lieut. in the Air Corps, having graduated from Maxwell Field, Montgomery, Ala. He is now assigned to Gunter Field, Ala. . . . CHARLES STEINBOCK, *Johns Hopkins*, is now with H. L. Langrall & Co., C.P.A.'s, Baltimore, in charge of the staff. . . . GILLUS W. MULLER, *Northwestern-Beta*, is secretary to the managing director of the Bituminous Coal Producers Board for District No. 11, Grand Opera House Block, Terre Haute, Ind. . . . W. BUELL SCACE, *Chicago*, was recently promoted to manager of the Motor Division of Speedway Mfg. Co., Cicero, Ill. . . . RICHARD A. DICK, *Northwestern-Zeta*, assistant general traffic manager of Western Air Lines, Los Angeles, has been promoted to general traffic manager for the company. Dick is a licensed pilot, an aerial photographer, and active in the National Aeronautics Association. . . . ROBERT L. ADKISSON, *Texas*, is assistant manager of the Sears, Roebuck & Co., store in Longview, Texas.

ARNOLD G. ECKDAHL, *New York*, is associated with H. Stanley Hillyer, Inc., New York real estate and insurance firm, since March 1, 1941. . . . FRANK S. HARMAN, *New York*, C.P.A., has become associated with Reeve, Bairsto & Co., C.P.A.'s, 40 Wall Street, New York, N.Y., and will continue to specialize in Federal and State Tax matters. . . . RONALD B. SHUMAN, *Oklahoma*, reserve officer with the rank of 1st Lieut., has been ordered to report to the War Department in Washington, D.C., where he is an officer in the planning section, transportation branch, of G-4. His address is now 3770 McKinley Ave., N.W., Washington, D.C. . . . HERBERT WHITBECK, *Newark*, is at present with the Detachment and Finance Department at Large, First Air Force, Hartford, Conn. . . . ALBERT O. GREEF, *Kansas*, is on leave of absence from the School of Business Administration of the University of Newark, and is currently with the Bureau of Foreign Funds, Treasury Department, Washington, D.C.

GORDON MAINLAND, *Denver*, is with the T.W.A. airlines at Cincinnati. . . . ALBERT P. CLARK, JR., *Georgia-Kappa*, is with the Federal Bureau of Investigation, and temporarily located in New York. . . . ALEX P. CLARK, JR., *Penn State*, is with the insurance firm of Conkling, Price and Webb, Chicago. . . . LEON J. HEIDGEN, *Marquette*, is with the Borg-Warner Corporation, Chicago. . . . LAWRENCE O. HOLMBERG, *Drake*, is with J. Stirling Getchell, Inc., advertising agency, Chicago. . . .

ANTHONY T. MARSHALL, *Northwestern-Beta*, is with the Pioneer Publishing Co., St. Charles, Illinois. . . . E. L. MAYNARD, *Kansas*, is with the Illinois Tax Commission, 33 North LaSalle Street, Chicago. . . . BRADNER R. MEAD, *Chicago*, is with the Household Finance Corporation, at the main office, Chicago. . . .

CHARLES A. HARRIS, JR., *Alabama Poly*, represents the Insurance Company of North America in Montgomery, Alabama. . . . MILTON BRIGGS, *Texas*, is with Block and Company, C.P.A.'s in Houston, Texas. . . . MALCOLM VAUGHAN, *Texas*, is assistant County Auditor in Austin, Texas, and also taking graduate work at the University of Texas. . . . NEIL B. SPURGEON, *Indiana*, is associated with Sears, Roebuck & Co., Chicago. . . . ED HAUSCHILD, *Texas*, is with the Hauschild Music Co., Victoria, Texas. . . . THEODORE T. THEDI-ECK, *Northwestern-Beta*, is executive secretary of the Landis Award Employers Association,

189 W. Madison Street, Chicago. . . . RALPH C. BERG, *Northwestern-Beta*, is with the Wm. Wrigley, Jr. Company, Chicago. . . . GEORGE L. DEBEER, *Northwestern-Zeta*, is advertising director of Bauer & Black, Chicago.

JOHN M. DEININGER, *Missouri*, is auditor of the Sears Community State Bank, Chicago. . . . FRANCIS F. DUGGAN, *Georgia-Kappa*, has been transferred by his firm, the Edison General Electric Appliance Co. to their Chicago office. . . . EARLE R. HOYT, *Northwestern-Beta*, is with Wells-Lamont-Smith Corporation, 1791 Howard Street, Chicago. . . . L. H. KERBER, JR., *Northwestern-Beta*, is with George J. Provol Co., advertising, 737 N. Michigan Avenue, Chicago. . . . FREDERIC OAKHILL, *Northwestern-Beta*, is now associated with the U.S. Gypsum Co., Chicago. . . . EMIL J. WHITMAN, *Northwestern-Beta*, is with the Schlake Dye Works, Chicago.

THE CENTRAL OFFICE REGISTER

31 THE FOLLOWING MEMBERS of Delta Sigma Pi have visited the Central Office since last March. If there is no city shown after their name it indicates they reside in Chicago:

STEVEN G. JANICK, JR. (*Northwestern-Beta*); JACK CERNY (*De Paul*); ROBERT SHINNICK (*De Paul*); O. R. SANDEEN (*Wisconsin*), Hudson, Wis.; RAVER H. MEYER (*Chicago*); CARL PAULSEN (*De Paul*), Evanston, Ill.; GEORGE CUTTS (*Northwestern-Beta*); WILLIAM G. SCHENDT (*Marquette*), Wauwatosa, Wis.; G. J. SYLVESTER (*Wisconsin*); GEORGE J. SKUROW (*Northwestern-Beta*); ALBERT P. CLARK (*Georgia-Atlanta*), New York, N.Y.; EDWIN F. LISKA (*De Paul*); THOBEN ELROD (*Georgia-Atlanta*), Atlanta, Ga.; ROBERT L. GILKES (*Northwestern-Zeta*), Park Ridge, Ill.; EDWARD J. WINANS (*Chicago*); WALDO E. HARDELL (*Minnesota*), Minneapolis, Minn.; HENRY ALINDER (*Wisconsin*); WALTER F. CONWAY (*Wisconsin*); ORLANDO E. SCHULTZ (*Northwestern-Zeta*), Park Ridge, Ill.; EUGENE D. MILENER (*Johns Hopkins*), New York, N.Y.; WOODROW A. TUPPER (*Wisconsin*), Sheboygan Falls, Wis.; N. J. NACHREINER (*Wisconsin*), Madison, Wis.; JACK HAVERKAMPF (*De Paul*), Elgin, Ill.; JOHN DIERSKINSKI (*De Paul*), Palos Park, Ill.; GEORGE GOEDERT (*De Paul*), Elgin, Ill.; N. JAMES BIRCHER (*De Paul*).

KUNO JANZEN (*Minnesota*), Minneapolis, Minn.; RANDOLPH K. VINSON (*Northwestern-Beta*); LOUIS J. TALACA (*Northwestern-Beta*); THOMAS SELLINGER (*Northwestern-Zeta*); RICHARD SCHNAKENBERG (*Northwestern-Zeta*); LEROY L. BOULE (*Northwestern-Beta*); JOHN G. VALUSEK (*Northwestern-Beta*); FRANK D. STEIN (*Northwestern-Beta*); WILLIAM H. COTTON (*Penn State*), Chicova, Pa.; PAUL C. VINING (*Alabama*), Greenwood, Miss.; LESLIE WARTON (*Johns Hopkins*); ROBERT L. SHANLEY (*Northwestern-Beta*); JAMES A. KERR (*Northwestern-Beta*); GREGORY M. THEOTIKOS (*Chicago*); VICTOR J. PAYTON (*Northwestern-Beta*); B. A. TUCKER (*De Paul*); HENRY F. ZOELCK (*Northwestern-Beta*), Dixon, Ill.; HAROLD A. SHANAFIELD (*Northwestern-Beta*); L. P. McGRATH (*Georgetown*), South Orange, N.J.; CARL G. PETERSON (*North Dakota*), St. Thomas, N.D.; MYRON W. MITCHELL (*Northwestern-Beta*); GRANVILLE B. JACOBS (*Iowa*), New York, N.Y.

JOHN L. MCKEWEN (*Johns Hopkins*), Baltimore, Md.; JOHN P. LOUGHANE (*De Paul*), Kansas City, Mo.; JOHN E. MACDONOUGH (*Boston*), Flagstaff, Ariz.; ED C. NISBET (*Northwestern-Beta*); LESTER S. SHOMELL (*Alabama*), Houston, Tex.; EARL H. GREENLEE (*Oklahoma*); RUDOLPH H. WEBER (*North-*

western-Beta); ROBERT F. BAUER (Northwestern-Beta); HAROLD F. MERRICK (Northwestern-Beta); PAUL LORENZ (Chicago), St. Joseph, Mo.; WALLACE B. BINDER (Northwestern-Beta), Wheaton, Ill.; WILLARD R. DURFEY (Ohio State), Marion, Ohio; JOHN C. JANS (Marquette), Evanston, Ill.; JAMES R. HAWKINSON (North Dakota), Evanston, Ill.; WALTON F. EHREN (Northwestern-Beta), Wheaton, Ill.; WARREN W. WAGNER (Northwestern-Zeta); EDWARD KEY (De Paul); JOHN ANASTOS (De Paul); NELSON BLOCK (Northwestern-Zeta), Evanston, Ill.; LEON N. HAMILTON (Denver); ROY A. BEAVER (Oklahoma), Norman, Okla.; HAROLD ENGLER (Northwestern-Beta), Blue Island, Ill.; LEE R. BEARDSLEY (Drake), Cedar Rapids, Iowa; JOHN WATSON BROWN (Alabama), Rockford, Ill.; HENRY S. BROWN (Northwestern-Zeta).

FRANK C. BRANDES (Georgia-Atlanta), Atlanta, Ga.; ROYAL D. M. BAUER (Missouri), Columbia, Mo.; KENNETH B. WHITE (Boston), Dallas, Tex.; WILLIAM H. GILMORE (Pennsylvania), Evanston, Ill.; W. CARROLL WOODS (Chicago); ROBERT K. OWEN (Northwestern-Zeta), LaGrange, Ill.; ROWLAND D. SAGER (Missouri), Kansas City, Mo.; C. LESLIE BRANDT (Northwestern-Zeta), Evanston, Ill.; FREDERIC E. OAKHILL (Northwestern-Beta), Wilmette, Ill.; JOHN C. CIMA (Northwestern-Beta), Oak Park, Ill.; EDWARD W. FITZGERALD (De Paul); RALPH J. LUDERS (Northwestern-Zeta), Winnetka, Ill.; DEAN COLLAR (Northwestern-Zeta); RICHARD JOSEPH X. SCHUETZ (Northwestern-Zeta); EDGAR BORK (Northwestern-Beta); W. N. BODE (Northwestern-Beta); FREDERICK J. BOHLING (Marquette).

WILLIAM A. DYKE (New York), N.Y.; REMBRANDT HILLER, JR. (Indiana); RICHARD L. MYERS (New York); CHARLES STOCKER (Northwestern-Zeta), Freeport, Ill.; CHARLES B. McCANN (Northwestern-Beta); VICTOR MEUER (Northwestern-Beta); THOMAS F. MCINTYRE (Northwestern-Beta); GLENN W. CHAMBERS (Georgia-Atlanta), Atlanta, Ga.; VERDON VROMAN (Northwestern-Beta), Camp Forrest, Tenn.; JACK W. WITT (Marquette); CHAUNCEY HYATT (Florida); ROBERT S. STUDY (Indiana), Winnetka, Ill.; SAMUEL L. SOUTHWARD (Northwestern-Beta); WILLIAM E. PEMBERTON (Missouri); R. F. SOMMER (Northwestern-Beta); LINCOLN C. COCHEU, JR. (Michigan), Washington, D.C.; HAROLD P. MERRY (Northwestern-Beta), Glendale, Calif.

M E R G E R S

E. KENNETH WOOD, *Miami*, on June 18, 1939, to Margaret Ann Wagner, at Sandusky, Ohio
ROBERT C. BATTAT, *Detroit*, on August 10, 1940, to Charlmery Pastorius, at Greenfield Village, Dearborn, Michigan.

LEON R. WALKER, *Georgia-Kappa*, on August 31, 1940, to Roselle Emery, at Atlanta, Georgia.

FRED L. WINDHAM, *Georgia-Kappa*, on September 6, 1940, to Elizabeth Sterrett, at Atlanta, Georgia.

HAROLD S. HEMRICK, *Georgia-Kappa*, on September 11, 1940, to Martha Freeman, at Atlanta, Georgia.

THOBEN F. ELROD, *Georgia-Kappa*, on September 14, 1940, to Mary Nell Hearn, at Atlanta, Georgia.

ROBERT B. FERRELL, *Georgia-Kappa*, on September 14, 1940, to Myrtle Spratlin, at Atlanta, Georgia.

FRED A. BRANNON, *Georgia-Kappa*, on November 21, 1940, to Elizabeth Ledbetter, at Atlanta, Georgia.

HOMER T. BREWER, *Georgia-Kappa*, on November 21, 1940, to Lenore Matthews, at Atlanta, Georgia.

R. ROY BAINES, *Texas*, on November 23, 1940, to Connie Delavan, at San Antonio, Texas.

JAMES L. FREEMAN, *Georgia-Kappa*, on November 23, 1940, to Virginia McWhorter, at Decatur, Georgia.

LEO PIERSON, *Oklahoma*, on December 26, 1940, to Imogene Kenneaster, at Woodward, Oklahoma.

LLOYD O. ANDERSON, *Florida*, on December 27, 1940, to Miriam O. Purcell, at Lakeland, Florida.

DALTON F. BLACKWELDER, *Georgia-Kappa*, on January 11, 1941, to Cora Kay Hutchins, at Atlanta, Georgia.

R. NELSON MITCHELL, *Johns Hopkins*, on March 8, 1941, to Brownie Lallor, at Fayette, Alabama.

D. MANSFIELD LATIMER, *Georgia-Kappa*, on March 22, 1941, to Catherine Moore, at Albany, Georgia.

RAYMOND J. PETER, *Newark*, on April 5, 1941, to Ellen Elizabeth Clark, at East Orange, New Jersey.

WILLIAM D. CRAIG, JR., *Texas*, on April 12, 1941, to Harriett Flinn, at Cameron, Texas.

H. KENNETH PECKHAM, *Georgia-Kappa*, on April 13, 1941, to Jaunita Pitts, at Emory, Georgia.

WILLIAM E. FINKE, JR., *Cincinnati*, on April 15, 1941, to Betty May, at Cincinnati, Ohio.

THOMAS G. HILL, JR., *Georgia-Kappa*, on April 26, 1941, to Wilella Burns, at Atlanta, Georgia.

LAWRENCE O. HOLMBERG, *Drake*, on April 26, 1941, to Lura Schreiner, at Glencoe, Illinois.

WILSON B. ARCHER, *Johns Hopkins*, on May 10, 1941, to Dorothy Jones, at Flushing, New York.

ROBERT W. GRIFFITH, *Georgia-Kappa*, on May 10, 1941, to Mary Jane Paine, at Decatur, Georgia.

GEORGE E. FRANKEL, *De Paul*, on May 30, 1941, to Marie Del Foulk, at River Forest, Illinois.

JOSEPH L. BRUMIT, *Missouri*, on June 1, 1941, to Patricia Patterson, at Marshall, Missouri.

O. V. SELLS, *Missouri*, on June 2, 1941, to Mary Jacobs, at Columbia, Missouri.

DAVID M. KIMBALL, *Oklahoma*, on June 8, 1941, to Thelma Largent, at Waurika, Oklahoma.

JOHN H. FELTHAM, *Johns Hopkins*, on June 17, 1941, to Elizabeth Lieder, at Baltimore, Maryland.

JOHN E. MACDONOUGH, *Boston*, on June 21, 1941, to Gertrude Scully, at Framingham Center, Massachusetts.

L. ALLEN BAKER, *Missouri*, on June 22, 1941, to Martha Estes, at Columbia, Missouri.

JACK F. GULTINAN, *Pennsylvania*, on June 12, 1941, to Peggy Carpenter, at Philadelphia, Pennsylvania.

GEORGE R. HAWKES, *Nebraska*, on July 12, 1941, to Helen Grainger, at Lincoln, Nebraska.

HERBERT H. KUNMANN, *New York*, on July 20, 1941, to Mildred Cordt, at Brooklyn, New York.

RALPH H. WARNHOFF, *Missouri*, on August 25, 1941, to Georgia Morris, at Booneville, Missouri.

WILLIAM HEUSER, *Newark*, on August 30, 1941, to Helen Kelley, at Wilmington, Delaware.

CARL H. LENZ, *Pennsylvania*, on September 6, 1941, to Bettie Anne Browne, at Philadelphia, Pennsylvania.

GEORGE C. SAKELLARIS, *Missouri*, on September 7, 1941, to Helen Geanopoulos, at Chicago, Illinois.

HERBERT G. VANDEMARK, *Ohio State*, on September 12, 1941, to Lorraine Schadler, at Columbus, Ohio.

ROBERT G. BUSSE, *Newark*, on September 13, 1941, to Vivien Ross, at Tawaco, New Jersey.

EDWARD G. EASTWOOD, *Pennsylvania*, on September 13, 1941, to Claire Brown, at Philadelphia, Pennsylvania.

PHILIP L. HENDRIX, *Texas*, on November 1, 1941, to Bennie Bryan, at Stockton, California.

D I V I D E N D S

To Brother and Mrs. Kenneth H. Hobbie, *Northwestern-Beta*, on December 21, 1940, a daughter, Kathryn Louise.

To Brother and Mrs. Ivo W. Parrot, *Kansas*, on February 7, 1941, a daughter, Juliana Kay.

To Brother and Mrs. Edward W. Fitzgerald, *De Paul*, on February 8, 1941, a son, Edward William, Jr.

To Brother and Mrs. Palmer F. Daugs, *Marquette*, on February 9, 1941, a daughter, Barbara Ann.

To Brother and Mrs. Norman J. Pettys, *Georgia-Kappa*, on February 23, 1941, a son, Norman William.

To Brother and Mrs. Robert F. Bauer, *Northwestern-Beta*, on March 7, 1941, a son, John Geoffrey.

To Brother and Mrs. Theodore E. Voigt, *Northwestern-Beta*, on March 7, 1941, a son, Ronald Alexander.

To Brother and Mrs. Anthony Stuhlfreyer, *Cincinnati*, on March 14, 1941, a son, John.

To Brother and Mrs. Hayden A. Jones, *Wisconsin*, on March 15, 1941, a daughter, Donna May.

To Brother and Mrs. Milton H. Hongen, *Rider*, on March 24, 1941, a daughter, Mary Alice.

To Brother and Mrs. Norbert G. Bausch, *Creighton*, on March 26, 1941, a son, Lawrence Charles.

To Brother and Mrs. Joseph N. Muschler, *Cincinnati*, on March 27, 1941, a son, Joseph Norbert, Jr.

To Brother and Mrs. George W. Hussennetter, *New York*, on April 6, 1941, a daughter, Dorothy Joan.

To Brother and Mrs. Lawrence M. Brown, *Georgia-Kappa*, on April 13, 1941, a son, Lawrence Owen.

To Brother and Mrs. Marcus K. Moyer, *Rider*, on May 12, 1941, a son, Carl Marcus.

To Brother and Mrs. Charles F. Nielsen, *Southern California*, on June 6, 1941, a son, John Charles.

To Brother and Mrs. Charles A. Collins, *New York*, on June 24, 1941, a daughter, Mary Susan.

To Brother and Mrs. Richard David Wilhelm, *Pennsylvania*, on July 24, 1941, a son, Richard David, Jr.

To Brother and Mrs. Kenneth H. Steffens, *New York*, on August 31, 1941, a son, David Kenneth.

O B I T U A R I E S

OTTO E. SKOLD, *Alpha Delta 45*. Born August 5, 1903, at Lincoln, Nebraska; initiated into our Nebraska Chapter October 30, 1924; died January 26, 1940.

ALFRED MOYSELLO, *Alpha 2*. Born April 20, 1884, at Naples, Italy; one of the four Founders of Delta Sigma Pi on November 7, 1907; died March 25, 1941.

RAYMOND E. SMITH, *Beta 209*. Born March 22, 1898, at Joliet, Illinois; initiated into our Northwestern Chapter March 9, 1918; died November 2, 1941.

CHESTER L. JONES, *Psi 209*. Born March 6, 1881, at Hillside, Wisconsin; initiated into our Wisconsin Chapter March 12, 1934; died January 13, 1941.



CHAPTERS

18pts
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Nine Chapters Tie for First Place in 1941 Efficiency Contest

ANOTHER FINE RECORD was established when nine chapters turned in perfect performances in the 1941 Chapter Efficiency Contest, and tied for first place. The chapters finishing with a final score of 100,000 points were: Northwestern (Chicago Division), Marquette, Georgia (at Atlanta), Missouri, Nebraska, Minnesota, Miami, Oklahoma and Baylor. Several of these chapters have previously earned in perfect scores, but it was the first experience for Miami and Baylor. For Kappa Chapter at Atlanta it was the ninth consecutive year of having a final standing of 100,000 points, while Alpha Beta Chapter at Missouri has had a similar record for the past five years. Our Northwestern Chapter (Beta Chapter in the Chicago Division) has had a perfect performance for four consecutive years, and also for six out of the last eight years. Delta Chapter at Marquette, Alpha Delta Chapter at Nebraska, Alpha Epsilon Chapter at Minnesota and Beta Epsilon Chapter at Oklahoma have now turned in perfect scores of 100,000 points for two consecutive years.

Heartiest congratulations to all these chapters for these unusually fine performances. The Grand Council of the fraternity has purchased Life Memberships for the Head Masters of these nine chapters last year, as follows:

- FRANK ROBERT CHOBOT, Beta, Northwestern
- HERMAN F. LOEBL, Delta, Marquette
- EDWIN MURRAY CLARK, Kappa, Georgia (Atlanta)
- ROWLAND D. SAGER, Alpha Beta, Missouri
- *O. JOSEPH ANDERSON, Alpha Delta, Nebraska
- *FLOYD HEWETT, Alpha Delta, Nebraska
- *RICHARD A. KARLBERG, Alpha Epsilon, Minnesota
- *ORLANDO S. TOSDAL, Alpha Epsilon, Minnesota
- MERRITT A. GAMBILL, JR., Alpha Upsilon, Miami
- *JUSTIN E. VOGT, Beta Epsilon, Oklahoma
- *ROY A. BEAVER, Beta Epsilon, Oklahoma
- *JAMES R. DRURY, Beta Iota, Baylor
- *A. SAMUEL WALDROP, Beta Iota, Baylor

This is no idle gesture on the part of the fraternity. Funds are appropriated by the fraternity to purchase these Life Memberships from the National Endowment Fund. In four cases where two different Head Masters served the chapter during the year the Life Membership was divided between the two and these are indicated with an asterisk (*). In addition all of the active undergraduate members of all chapters making the Honor Roll, which requires a final standing of at least 85,000 points, will receive a paid-up national alumni membership card for their first year out of college; 25 chapters made the Honor Roll in 1941.

The Chapter Efficiency Contest is divided into five major divisions: Professional Activities, Scholarship, Membership, Finances, and

1941 Delta Sigma Pi Chapter Efficiency Contest

FINAL STANDINGS		GRAND TOTAL POINTS	DIVISION A PROFESSIONAL ACTIVITIES	DIVISION B SCHOLARSHIP	DIVISION C MEMBERSHIP	DIVISION D FINANCES	DIVISION E CHAPTER ADMINISTRATION
RANK	CHAPTER, UNIVERSITY						
MAXIMUM NUMBER OF POINTS PERMITTED . . .		100,000	20,000	20,000	20,000	20,000	20,000
1.	BETA, Northwestern	100,000	20,000	20,000	20,000	20,000	20,000
	DELTA, Marquette	100,000	20,000	20,000	20,000	20,000	20,000
	KAPPA, Georgia (Atlanta)	100,000	20,000	20,000	20,000	20,000	20,000
	ALPHA BETA, Missouri	100,000	20,000	20,000	20,000	20,000	20,000
	ALPHA DELTA, Nebraska	100,000	20,000	20,000	20,000	20,000	20,000
	ALPHA EPSILON, Minnesota	100,000	20,000	20,000	20,000	20,000	20,000
	ALPHA Upsilon, Miami	100,000	20,000	20,000	20,000	20,000	20,000
	BETA EPSILON, Oklahoma	100,000	20,000	20,000	20,000	20,000	20,000
	BETA IOTA, Baylor	100,000	20,000	20,000	20,000	20,000	20,000
2.	ZETA, Northwestern	99,000	20,000	20,000	19,000	20,000	20,000
3.	BETA KAPPA, Texas	96,500	20,000	20,000	20,000	16,500	20,000
	DELTA XI, Rider	96,500	20,000	20,000	20,000	16,500	20,000
4.	BETA NU, Pennsylvania	95,900	19,900	16,500	19,500	20,000	20,000
5.	ALPHA PSI, Chicago	93,600	16,500	20,000	18,500	20,000	18,600
6.	PI, Georgia (Athens)	90,500	15,500	20,000	15,500	19,500	20,000
7.	ALPHA RHO, Colorado	90,050	18,200	20,000	20,000	13,000	18,850
8.	ALPHA IOTA, Drake	89,800	18,100	17,800	18,500	20,000	15,400
9.	CHI, Johns Hopkins	89,500	20,000	20,000	9,500	20,000	20,000
10.	BETA OMICRON, Newark	87,500	20,000	20,000	11,000	16,500	20,000
11.	ALPHA SIGMA, Alabama	85,650	13,300	20,000	16,000	19,500	16,850
12.	ALPHA LAMBDA, North Carolina	85,450	11,200	20,000	16,000	19,500	18,750
13.	MU, Georgetown	85,300	14,100	20,000	20,000	13,000	18,200
14.	ALPHA THETA, Cincinnati	85,250	20,000	20,000	11,000	20,000	14,250
15.	ALPHA MU, North Dakota	85,200	17,900	19,300	18,000	20,000	10,000
	ALPHA PI, Indiana	85,200	12,700	20,000	19,500	20,000	13,000
16.	BETA LAMBDA, Alabama Poly	83,650	13,300	20,000	20,000	20,000	10,350
17.	ALPHA, New York	81,600	20,000	17,100	14,500	10,000	20,000
CHAPTER AVERAGE		81,550	15,300	18,600	15,670	16,400	15,780
18.	THETA, Detroit	81,400	13,800	20,000	20,000	12,500	15,100
19.	ALPHA GAMMA, Penn State	80,950	18,600	20,000	20,000	13,000	9,350
20.	PSI, Wisconsin	80,700	17,700	6,000	17,000	20,000	20,000
21.	BETA ZETA, Louisiana State	80,150	12,800	20,000	20,000	13,000	14,350
22.	BETA GAMMA, South Carolina	76,250	15,500	20,000	8,000	14,000	18,750
23.	BETA THETA, Creighton	75,450	19,100	20,000	14,000	8,500	13,850
24.	NU, Ohio State	75,300	14,400	20,000	12,500	10,700	17,700
25.	ALPHA PHI, Mississippi	74,600	12,400	20,000	12,000	19,500	10,700
26.	ALPHA ZETA, Tennessee	68,850	8,800	17,400	16,000	17,500	9,150
27.	ALPHA OMEGA, DePaul	67,000	7,700	16,800	17,000	18,500	7,000
28.	ALPHA ETA, South Dakota	65,450	9,300	20,000	4,500	18,000	13,650
29.	ALPHA NU, Denver	65,100	5,900	20,000	18,000	9,000	12,200
30.	IOTA, Kansas	63,850	4,100	20,000	20,000	12,000	7,750
31.	OMEGA, Temple	62,700	12,400	12,300	15,000	13,000	10,000
32.	XI, Michigan	52,300	7,900	18,000	3,000	11,500	11,900
33.	BETA ETA, Florida	50,000	8,300	20,000	2,000	11,500	8,200
34.	SIGMA, Utah	34,050	7,600	13,000	0	2,000	11,450
35.	PHI, Southern California	18,600	1,800	2,400	0	10,600	4,400

PREVIOUS CHAPTER EFFICIENCY CONTEST WINNERS

	POINTS
1932 BETA ETA, Florida	83,500
1933 KAPPA, Georgia (Atlanta)	95,280
1934 BETA, Northwestern (Chicago)	100,000
DELTA, Marquette	100,000
KAPPA, Georgia (Atlanta)	100,000
1935 BETA, Northwestern (Chicago)	100,000
KAPPA, Georgia (Atlanta)	100,000
1936 KAPPA, Georgia (Atlanta)	100,000
1937 KAPPA, Georgia (Atlanta)	100,000
PI, Georgia (Athens)	100,000
ALPHA BETA, Missouri	100,000
1938 BETA, Northwestern (Chicago)	100,000
KAPPA, Georgia (Atlanta)	100,000
PI, Georgia (Athens)	100,000
ALPHA BETA, Missouri	100,000
1939 BETA, Northwestern (Chicago)	100,000
DELTA, Marquette	100,000
KAPPA, Georgia (Atlanta)	100,000
CHI, Johns Hopkins	100,000
ALPHA BETA, Missouri	100,000
ALPHA DELTA, Nebraska	100,000
ALPHA EPSILON, Minnesota	100,000
ALPHA SIGMA, Alabama	100,000
BETA EPSILON, Oklahoma	100,000
BETA OMICRON, Newark	100,000

Chapter Initiative and Administration. A maximum of 20,000 points is permitted in each division, thus a final standing of 100,000 points indicates a perfect record for the year's work. Points are awarded for many phases of chapter activity such as professional meetings, individual and chapter scholarship, pledge training course, chapter publicity, contributions to The DELTASIG, the proper handling of finances, collection of dues, payment of bills, the initiation of an adequate number of members, attendance at business meetings, chapter publications, the filing of important reports, etc.

First established during the college year 1931-1932 the Delta Sigma Pi Chapter Efficiency Contest is now ten years old and has definitely proven itself to be of real value in increasing chapter interest and also in providing an adequate yardstick of measurement of chapter achievement. The final standings of all our chapters are shown on page 21.

Marquette's Outstanding 1941 Graduate

HERMAN F. LOEBL admits he "might be called a bookworm, but he doesn't have much time to worry about it." He has achieved a splendid college record while at the same time devoting considerable time to part-time employment, at one time holding three part-time jobs. A list of Brother Loebel's activities reads like a page from the student handbook

listing possible student activity. In the College of Business Administration, on the campus, and in the fraternity he has distinguished himself, as well as making innumerable contacts through constant part-time employment in business.

He served as Head Master of Delta Chapter during 1940, after serving as Scribe the preceding year. At the termination of his term of office he was presented with a gold gavel for his splendid work for the chapter. In the College of Business Administration he established a scholastic record of over 2.92 making him a potential *summa cum laude* graduate. He worked successively as associate editor, assistant editor, and editor of the *Business Ad Digest* of the College of Business Administration of Marquette University. He was elected to Beta Gamma Sigma during his junior year. Also during his junior year, the Marquette Accounting Club received him as a member. As a sophomore, he was class president. He won the Alpha Kappa Psi key for three years' scholastic leadership in his class. He also is the anticipated winner of the Delta Sigma Pi Scholarship Key.

Not only the College of Business Administration but also Marquette University recognized his achievements. He was elected to Alpha Sigma Nu, National Jesuit honor society, for his many deeds for the university. He was a member of the Sociology Club, of Marquette Sodality, a contributing editor of the *Marquette Journal*, and chairman of the student reception and banquet committee welcoming

our new football mentor, Coach Tom Stidham. Herman also served as the student representative on the Marquette University Athletic Board.

Besides, Brother Loebel found time to delve into politics. He was chairman of the Combine political party. Later he organized the Varsity Party and served as its treasurer. The party was successful in the current elections.

Even nationally has Brother Loebel been recognized. His name and record will be listed in the *Who's Who Among Students in American Universities*. Complementary to this he received a fine key.

Four year's work for the Motor Transport and the Milwaukee Electric Railway and Transport Company as a cashier and in the freight rating department gave him considerable business experience. This was enhanced by work in the credit department and the accounts receivable department of the Boston Store.

Brother Loebel desires to become a C.P.A. and a position as comptroller or income tax consultant after graduation. He has won a scholarship at Harvard University and is in attendance at their Graduate School of Business Administration this year.—AL FITTERLE

Prominent at North Carolina

WHEN ALPHA LAMBDA CHAPTER was founded in April, 1925, among its faculty charter members was a newly-naturalized

DELTA SIGMA PI CHAPTER EFFICIENCY CONTEST

Comparative Final Ranking of Chapters for the Previous Eight Years

12 pt vs B cap
8 pt

CHAPTER	1941		1940		1939		1938		1937		1936		1935		1934	
	RANK	TOTAL POINTS	RANK	TOTAL POINTS	RANK	TOTAL POINTS	RANK	TOTAL POINTS	RANK	TOTAL POINTS	RANK	TOTAL POINTS	RANK	TOTAL POINTS	RANK	TOTAL POINTS
ALPHA, New York U.	17.	81,600	27.	62,850	36.	50,000	26.	74,800	33.	59,300	28.	51,400	20.	66,900	9.	79,550
BETA, Northwestern (Chicago)	1.	100,000	1.	100,000	1.	100,000	1.	100,000	3.	98,500	2.	99,000	1.	100,000	1.	100,000
DELTA, Marquette	1.	100,000	1.	100,000	1.	100,000	19.	86,300	11.	88,450	4.	91,650	5.	82,800	1.	100,000
ZETA, Northwestern (Evanston)	2.	99,000	10.	88,700	6.	92,500	15.	88,950	28.	73,950	9.	87,275	6.	80,600	15.	71,850
THETA, Detroit	18.	81,400	23.	70,850	29.	61,250	25.	75,600	24.	79,050	32.	45,400	16.	70,400	5.	91,100
IOTA, Kansas	30.	63,850	32.	49,000	31.	57,650	36.	62,100	35.	47,250	42.	12,450	46.	21,850	14.	72,175
KAPPA, Georgia (Atlanta)	1.	100,000	1.	100,000	1.	100,000	1.	100,000	1.	100,000	1.	100,000	1.	100,000	1.	100,000
MU, Georgetown	13.	85,300	13.	83,650	13.	87,900	2.	99,500	12.	88,250	21.	67,400	22.	64,000	25.	60,325
NU, Ohio State	24.	75,300	15.	82,050	30.	59,850	27.	72,100	27.	77,100	29.	49,150	38.	38,450	8.	84,850
XI, Michigan	32.	52,300	21.	71,750	28.	64,750	31.	70,100	15.	86,500	19.	77,150	21.	65,200	19.	69,150
PI, Georgia (Athens)	6.	90,500	7.	93,550	10.	89,900	1.	100,000	1.	100,000	36.	38,325	31.	51,800	38.	48,950
SIGMA, Utah	34.	34,050	17.	79,800	33.	56,250	33.	67,000	40.	33,550	48.	17,850	44.	17,850	44.	40,050
PHI, Southern California	35.	18,600	30.	54,250	35.	53,400	39.	56,100	38.	33,750	31.	48,200	33.	49,850	20.	67,900
CHI, Johns Hopkins	9.	89,500	1.	100,000	8.	91,500	12.	90,250	14.	86,650	5.	90,650	19.	67,300	35.	49,750
PSI, Wisconsin	20.	80,700	9.	90,300	22.	76,050	21.	85,250	25.	77,700	18.	78,550	18.	68,075	17.	70,250
OMEGA, Temple	31.	62,700	28.	57,650	27.	65,650	28.	71,800	23.	82,250	23.	68,300	23.	62,600	7.	85,600
ALPHA BETA, Missouri	1.	100,000	1.	100,000	1.	100,000	1.	100,000	1.	100,000	3.	95,225	3.	88,475	21.	66,900
ALPHA GAMMA, Penn State	19.	80,950	29.	56,250	24.	73,100	22.	82,650	29.	33,600	39.	26,250	27.	55,775	28.	56,700
ALPHA DELTA, Nebraska	1.	100,000	1.	100,000	1.	100,000	5.	96,450	26.	77,250	26.	59,125	41.	32,450	34.	49,925
ALPHA EPSILON, Minnesota	1.	100,000	1.	100,000	14.	85,650	24.	77,750	20.	85,000	17.	79,150	7.	80,200	32.	56,775
ALPHA ZETA, Tennessee	26.	68,850	35.	23,550	32.	56,700	11.	91,100	17.	85,550	35.	40,750	...	...	...	...
ALPHA ETA, South Dakota	28.	65,450	25.	64,600	34.	53,800	38.	60,900	31.	67,250	41.	16,700	44.	24,850	36.	53,700
ALPHA THETA, Cincinnati	14.	85,250	...	...	...	...	44.	32,250	36.	48,400	20.	67,675	24.	61,675	6.	86,400
ALPHA IOTA, Drake	8.	89,800	33.	34,800	25.	71,750	41.	49,150	22.	82,450	37.	31,325	29.	53,750	43.	41,725
ALPHA LAMBDA, North Carolina	12.	85,450	22.	70,950	19.	77,950	34.	66,200	...	...	...	...	45.	22,850	36.	49,525
ALPHA MU, North Dakota	15.	85,200	34.	32,550	38.	43,950	32.	69,650	34.	51,650	40.	18,450	34.	48,575	45.	40,000
ALPHA NU, Denver	29.	65,100	12.	86,800	17.	78,750	8.	95,550	29.	73,500	27.	56,350	37.	39,950	40.	48,175
ALPHA PI, Indiana	15.	85,200	18.	76,100	7.	91,800	37.	61,500	41.	18,450	46.	8,475	43.	25,400	42.	45,950
ALPHA RHO, Colorado	7.	90,050	4.	96,400	1.	100,000	7.	95,600	7.	93,850	7.	89,050	4.	83,150	11.	76,150
ALPHA SIGMA, Alabama	11.	85,650	1.	100,000	4.	95,600	29.	71,600	16.	86,250	24.	62,200	12.	73,675	23.	63,725
ALPHA Upsilon, Miami	1.	100,000	3.	96,450	5.	92,600	16.	88,850	10.	88,650	16.	81,400	14.	71,775	10.	76,850
ALPHA PHI, Mississippi	25.	74,600	11.	88,250	16.	80,300	40.	55,700	...	...	...	...	...	...	...	...
ALPHA PSI, Chicago	5.	93,600	26.	64,250	19.	77,950	9.	95,500	5.	96,700	12.	85,100	13.	79,000	33.	53,425
ALPHA OMEGA, DePaul	27.	67,000	31.	51,200	26.	67,150	42.	44,000	37.	43,600	34.	43,650	36.	47,650	27.	57,650
BETA GAMMA, North Carolina	22.	76,250	8.	90,350	2.	98,500	6.	96,100	8.	92,100	30.	48,375	35.	48,025	39.	48,725
BETA EPSILON, Oklahoma	1.	100,000	1.	100,000	23.	75,300	13.	90,150	19.	85,100	...	...	...	...	48.	20,375
BETA ZETA, Louisiana State	21.	80,150	20.	73,550	21.	76,450	35.	63,850	...	...	43.	12,275	32.	51,475	13.	53,050
BETA ETA, Florida	33.	50,000	24.	70,000	18.	78,400	3.	99,350	4.	96,750	8.	87,400	9.	76,350	3.	96,800
BETA THETA, Creighton	23.	75,450	19.	74,400	15.	85,100	23.	81,550	32.	66,650	25.	59,700	25.	58,175	29.	55,675
BETA IOTA, Baylor	1.	100,000	6.	94,300	12.	88,750	17.	87,650	6.	95,300	15.	81,750	11.	73,700	26.	59,350
BETA KAPPA, Texas	3.	96,500	2.	98,600	1.	100,000	10.	93,150	21.	82,950	13.	85,050	15.	71,425	22.	63,925
BETA LAMBDA, Alabama Poly	16.	83,650	16.	81,500	11.	89,550	4.	98,750	2.	99,300	11.	85,175	10.	76,300	16.	71,775
BETA NU, Pennsylvania	4.	95,900	5.	96,000	13.	86,300	18.	86,650	9.	90,500	22.	67,000	17.	69,975	2.	98,825
BETA XI, Rider	3.	96,500	14.	82,700	3.	96,000	14.	89,300	18.	85,250	14.	85,025	8.	79,700	...	...
BETA OMEGA, Newark	10.	87,500	1.	100,000	9.	91,000	20.	86,100
CHAPTER AVERAGE		81,550		77,880		79,185		79,150		76,575		59,620		57,485		62,215

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brothers may know of this great mind and even greater personality that is Dr. Erich W. Zimmermann, our professor, friend, and brother.—JOHN W. FINCH, JR.

Pennsylvania Night at Hedgerow Theater

THE LIFE OF EVERY commerce professional fraternity should include besides its professional meetings, discussions, and tours, a novel and interesting social program. With this in mind the Beta Nu Chapter at Pennsylvania inaugurated something new last year, a theater party at the Hedgerow Theater in Moylan, Pennsylvania. The initial venture was held the night before the Penn-Navy game last October, the play shown was Denman Thompson's *The Old Homestead*. A repeat visit was made this spring with George Bernard Shaw's *Major Barbara*. The chapter took over the theater for the performance, and Beta Nu actives and alumni and their guests enjoyed an evening of drama and good fraternal fellowship.

The Hedgerow Theater was founded by Jasper Deeter and five other actors on April 21, 1923 in the beautiful Rose Valley. Legend has it that Ann Harding of screen fame named the theater after some nearby "hedgerows" when she was playing there in its early days. This month the theater celebrated its eighteenth birthday in its own characteristic fashion by adding the 145th production to its repertory, the Coffee-Cowen religious drama *Family Portrait*, which enjoyed a Broadway success last season.

Hedgerow is an entirely self sustaining institution—in fact a *Colliers Magazine* quote, "the only self sustaining repertory company in the country"—the members of the acting company designing and executing the costumes and scenery, the lighting, the staging. The theater itself is a converted mill housing the stage and auditorium of 160 seats, the lobby, and the smoking room where coffee is served during the intermissions. In the eighteen years of its existence approximately 600 actors have

trained and played at Hedgerow, many of them to go on to motion pictures and the New York stage. Some of these are Ann Harding, Eva LeGallienne, Libby Holman, John Beal, Morris Carnovsky, Allyn Joslyn, Alexander Kirkland, and Harry Believer. Hedgerow maintains a full time acting company of thirty-five men and women, with about sixty-five part time actors who devote time and talents in the pursuit of their love of the drama.

Unlike many "little" theaters, the Hedgerow repertory includes many plays of little known dramatists as well as established works of Shaw, O'Neill, Shakespeare, and others. Here is the scene of numerous American premiers, world premiers of plays which were considered unsuited to a commercial Broadway production. It has been said that Hedgerow has proved that a Broadway failure can be a Rose Valley success. The Hedgerow policy of "we produce what we want and repeat what the audience wants" speaks for itself.

Perhaps the most popular Hedgerow dramatist is the famous George Bernard Shaw whose plays are being presented nearly every week. The birthday of the Irish playwright is honored by a Shavian Festival held every summer when a two week period of Shaw drama and comedy is presented. The fabulous Mr. Shaw himself acknowledged this tribute by a recent statement when he said, "I am interested in the repertory theater. That's where the whole thing is being kept alive, in such theaters as the Malvern Theater, or in the Hedgerow Theater in the U.S.A." Last year marked the first of a proposed annual O'Neill Festival devoting a fortnight to this foremost American dramatist of our day.

It is interesting to note five of the 1923 productions are still in active service, a tribute to the lasting quality of the play as well as the ever interesting treatment given them by the Hedgerow production staff under the able guidance of its founder-director Jasper Deeter. Of Deeter, himself, *Esquire Magazine* has said, "Jasper Deeter is not just a theater man. He is a born teacher. He has labored in the building and maintaining of an experimental repertory theater. He has done this under what would seem to most men impossible conditions."

In the announcement of the 1941 birthday production the Hedgerow Company made this statement. "If the director of a theater is in large measure the architect of its growth, then surely the directors of its plays and the players of their parts are its Master Builders. But what can all these workers build? Only the idea. Theater workers can lay only the foundation. The structure, when there is any, must be built by the audience; for they, you, are the real builders of our institution."

Thought our visits, we of the Beta Nu Chapter have come to know Hedgerow, enjoy its atmosphere and plays, consider it our Philadelphia-Rose Valley theater. We urge other chapters to experiment with the same idea. It will be a "novel and interesting" addition to any social program.—FRANK T. LAMEY

Chicago Celebrates 50th Anniversary

DURING 1941 the University of Chicago is celebrating the 50th anniversary of its establishment, and Alpha Psi Chapter of Delta Sigma Pi is joining in this observance. The story of these 50 years is one of extraordinary growth and accomplishment. In half a century the University of Chicago has become one of the truly great universities of the world—eminent alike for its scholarship and its pioneering spirit.

American—Dr. Erich Walter Zimmermann. At the time of his initiation, Brother Zimmermann had been teaching at the University of North Carolina for four years. He was born in Mainz, Germany, and had studied at the Universities of Berlin and München in Germany and Birmingham in England before obtaining his Ph.D. from Bonn in 1911. In the same year that he obtained his doctorate, Dr. Zimmermann came to the United States. During his first years in America, he taught at New York University and James Millikin University. Then he came to the University of North Carolina, where he advanced from associate professor of economics to be the Kenan Professor of economics.

In addition to teaching the youth of America, Dr. Zimmermann has served his adopted country in many other capacities. He has been a consulting economist to the U. S. Bureau of Mines, a member of the staff of the Brookings Institute, taking part in its Puerto Rico survey, and a member of the American Co-ordinating Committee for International Studies. Last year he obtained leave from his University duties to head the Interdepartmental Committee on Puerto Rico in a new study of the island and its problems.

A man who has done so much work in an excellent position to write; Dr. Zimmermann has availed himself of his opportunity. In 1917 he had published his *Foreign Trade and Shipping*, in which he favored the expansion of the American merchant marine and discussed the problems incidental to such an expansion. In 1923 he wrote a book called *Ocean Shipping*, a book valuable in its time both as a college text and as a handbook for businessmen, and which not even the flood of subsequent events has robbed of its value.

Undoubtedly his best known book is *World Resources and Industries*, the result of five years of writing and an even longer period of work. This is a comprehensive functional study of the physical basis on which the structure of the price economy rests, and is used in universities and colleges throughout the nation. Incidentally, this work won for him the Mayflower Society's cup in 1934.

In 1930 he collaborated on *Puerto Rico and Its Problems*, a study by the Brookings Institution. In 1940 he headed a governmental committee making a similar survey, and edited the report of the committee. In 1936 he collaborated in the writing of *Economic Principles and Problems*. In addition to these book-length works, Dr. Zimmermann has contributed numerous articles to economic journals and other magazines.

As a lecturer he is well known, having appeared in that capacity at the universities of Kiel, Berlin, Columbia, New York, and Illinois, and at Vassar College.

Here at Carolina Dr. Zimmermann teaches his own *World Resources and Industries* and the theory of international trade. He comes into the classroom with his little box of colored chalk, pulls a wisecrack, and settles down to teaching. He does not insult the student's intelligence by "teaching down"—he believes that students are better prepared to tackle problems than professors usually assume. But he does not teach above the heads of his students. He stresses the interpretation rather than the parroting of facts; and he is always ready to give a diagrammatic representation of his material—commenting at the time that Hieroglyphics 162 is a prerequisite to the reading of his writing. For two decades now Carolina students have sat under the doctor, have learned under him, and have come to like and respect him.

We of Alpha Lambda Chapter like him, and are justly proud of having his name on our rolls; he is a credit to all of Delta Sigma Pi. This article is written in order that our other

The University of Chicago was founded by men with imagination and vigor. They were pioneers. They had conceived new ideas and new ideals for a university in America. Because they knew what they wanted, they moved quickly. Because the new university was to be located in the Middle West, it could break with tradition whenever it chose. From the first year the University of Chicago showed a distinctive character. It sprang from a new variety of seed, planted in a fertile soil.

In 1890 there was confusion about the difference between a "college" and a "university." There is still confusion today. A college *teaches*. A university *teaches—it also learns*. Except for Johns Hopkins and Clark, there were no American institutions in 1890 which recognized research—the discovery of new knowledge—the advancement of *learning*—as a university's major objective.

The founders of the University of Chicago planned an institution which would teach and learn. It would concentrate, as no university had done before, upon investigation and inquiry; upon fundamental additions to the accumulated wisdom of mankind.

In the beginning there was just a swamp. The University of Chicago was conjured out of prairie mud—in an area which the eastern and European universities considered an intellectual wilderness.

The man who made the University of Chicago possible was John D. Rockefeller. He had begun his business career in Ohio, knew the potentialities of the Middle West for industrial and commercial growth. He recognized also the vital need and opportunity for its cultural development. His original gift to the University was modest compared with his later benefactions. He offered \$600,000 if an additional \$400,000 could be raised from other sources. After this was done, he gave larger sums, culminating in a final gift of \$10,000,000, which brought his personal benefactions to \$35,000,000.

The driving force and inspiration behind the University was its first president, William Rainey Harper. Had there been no Harper, there might have been no Rockefeller support for a university in Chicago; certainly, the University would not have struck so boldly into new paths.

As a young member of the faculty of the Baptist Seminary at Morgan Park, Illinois, Harper conceived the vision of a great university for the lusty young metropolis. Later, as a professor at Yale, he continued to cherish that vision and worked tirelessly to make it reality. He was thirty-four years old when he took office as the first president on July 1, 1891.

Through Harper's plan the University of Chicago pioneered in research in the Middle West, in creating junior and senior colleges, in paying substantial salaries to professors, in coeducation at all levels, in the quarter system and full summer term, and in establishing publishing facilities.

On October 1, 1892, classes began. The University was poor in buildings and equipment when it opened its doors. But it was rich in men. Its faculty, numbering 103, was as brilliant as any in the land. During the first few years nine former college presidents cast their lot with the new institution. Great scholars and scientists came to Chicago because the spirit of inquiry was to be encouraged in a great way. Enrollment during the first year was 744 students, more than half of them in the graduate schools.

Since then for fifty years the University of Chicago has grown. It has never striven for size. It has striven consistently to do its job—as it conceived it—with the greatest possible distinction. The fifty years' census below, while it shows substantial growth in numbers of

students, is more impressive for the development of facilities for instruction and investigation.

	1892	TODAY
Campus acreage	17	110
Buildings	2	85
Faculty members	126	900
Laboratories	5	500
Volumes in libraries	200,000	1,260,000
Number of student (12,500 annually)	744	7,542
Endowment	\$600,000	\$71,000,000

In recognition of the fact that many of its graduates were entering the field of business for their life work, the University of Chicago established the School of Business in 1898, the second of its kind in the United States. The School of Business has always been unique in that it has reduced the vocational elements in its curriculum to a minimum and is trying to produce business men who understand business in the modern world and not simply accomplished technicians. Able leadership in H. R. Hatfield, and L. C. Marshall, past deans, and W. H. Spencer, present dean, together with an equally able faculty have made it possible for the School of Business to establish and maintain standards on a level with those of the remainder of the University. In keeping with the objective of a university, the advancement of learning, the school carries on research whose results are helpful in understanding modern business. Scores of basic studies of business have been made and published.—CARL W. POCH

Open Forums at Pennsylvania

AT THE FOUNDERS' DAY DINNER on November 16, 1940, Brother Allen Fowler stressed the desirability of having open forums at 3902 with members of our alumni participating. Members of the alumni who are outstanding in their individual fields would be invited to lead the forum in discussion of topics pertinent to their sphere of business life. This was proposed as a means of aiding actives in understanding the practical side, or the proper application of theory so necessary to business success.

Brother Wilbur Rank, having the distinction of being the first speaker in these series of discussions certainly fired the gun off properly. He spoke on the field of investment at the Beta Nu Chapter House on November 26. His excellently clear explanation of the forces influencing the investment markets and the resulting caution which it is necessary to exercise in formulating one's investment program revealed Brother Rank's thorough training and knowledge in the field of finance.

The second forum was conducted by Brother Fellman A. Fish on the subject of Insurance on March 11. Brother Fish's topic was "The Romance of Insurance." The drab subject of insurance took on a new light as discussed by a man who has been associated in that field for a good many years.

On April 10, we had the honor of having Brother Walton Juengst from Alpha Chapter, who chose the more popular subject, "Personality vs Ability as a Factor Conducive to Business Success." Brother Juengst emphasized the importance of a pleasing personality as a vital factor to success. He outlined eighteen points which will aid in the improvement of one's personality. He also cited examples from his long experience in the business world.

The educational value of these seminars has been demonstrated by the interest which has been shown in the discussions which have followed each talk. This marks the beginning

of a new professional program, the continuation of which we are looking forward to next year.—HOWARD W. AYERS

NEBRASKA

ALPHA DELTA CHAPTER has been busy conducting a business survey this fall. Head Master Floyd Hewett got the idea of writing letters to all the companies who have interviewed Nebraska students for possible employment, soliciting information as to what they felt college students should take in preparation for employment in the business world, and also to outline the opportunities their firms offered college graduates. About 150 letters were mailed out and we have received replies and fine co-operation from more than 100 firms. This survey will also be used by the English Department of the university in connection with their course in business letter writing. It is our intention to prepare interesting data in this survey and send the material to other chapters.

For the first time in our history our chapter entered the Homecoming decorations contest and Boyd McDougal designed and executed the idea of "Second Down and Seven to Go" combined with the general theme of airplanes. Though we did not win a prize in the contest we were well pleased with the favorable comments made regarding our decorations.—TOM McCANDLESS

CINCINNATI

ALPHA THETA CHAPTER experienced no summer slump, and her relentless progress is very evident. A commendable piece of pledging has been carried on under the direction of George Parker and Ed Koppenhoefer. The crown of Deltasig has been placed on four lapels, and indications are that there will be perhaps eight neophytes at the time of the first initiation.

During the summer, when most chapters are inactive, Alpha Theta holds some of its most enjoyable social affairs. Picnics and other outdoor parties feature baseball games, swimming, tennis, steak-fries; all of which provide inexpensive recreation and an opportunity to get together in the open air. They serve to keep the members in active association during the summer months, when no meetings are held. George Hertenstein and Henry Bosland motored to Florida together this year; another example of how Alpha Theta's associations continue in the vacation period.

At our first business meeting on October 3 full plans for this year's season were discussed; the budget was presented; and the pledging group, under George Parker and Ed Koppenhoefer, got under way. While the Selective Service and Defense work is taking its toll on registrations this year, we feel that membership will not suffer to any great degree. Stronger and stronger efforts are being applied to insure success of the first class of initiates.

Mr. Charles Miller, credit manager of one of Cincinnati's largest hotels, the Gibson House, opened our monthly presentation of successful business men at our professional smoker on October 17. He related the duties of a hotel credit manager and told of his many experiences with persons who attempt to defraud hotels.

Our November 7 Founders' Day Party was addressed by Capt. Fred Dixon, U.S. Army captain now stationed at the University of Cincinnati as an instructor in the R.O.T.C. Brother Dixon spoke encouragingly of life in the Army camps and of the work being done there. The attitude of the soldiers, in general, is good. "Soldier morale," says Fred, "is a

matter of grave concern to everyone except the soldiers."

The Alpha Theta Founders' Day celebration was an occasion worthy of its purpose—so worthy, in fact, that the Alpine Inn remained Deltasig until 2:15 A.M. the morning after. Twenty-five couples were in attendance, including several alumni, including Yates Weil, our Province Officer, George Schattle, now with the Navy, and with Mrs. Schattle, Brother and Mrs. Earl Aylstock, Brother and Mrs. John Mossbacher, and Brother and Mrs. Glenn Beyring.

For our November meeting, Mr. J. R. Brite, of the Radio Station WLW news room, will lead a round table discussion of current foreign and domestic news happenings, and will interpret the significance of the news as he sees it.

An Alumni Roundup is scheduled for December 20. The theme of the evening will be sports. There will be moving pictures and talks by well known baseball players. Heinie Groh, of Cincinnati Reds fame, and now a scout for the New York Giants, will be present. Ike Pierson, Philadelphia pitcher, will also be on the mound—figuratively. It is hoped that those alumni who come out on December 20 will form the nucleus of a Cincinnati Alumni Club.

Two local alumni have been called to higher positions in other cities. We regret to lose them, but we are glad to congratulate them on their advancements. Leslie Llewellyn, former chief clerk in the Cincinnati office of the New York Central Railroad is now Traveling Passenger Agent in the Columbus, Ohio office. Harold Puff, who graduated from Miami University and has been associated with our alumni chapter, is now purchasing agent for Western College at Oxford, Ohio. Brothers Llewellyn and Puff were loyal members of the Thursday Noon Luncheon Club and will be missed at the table.

Alpha Theta boasts a new local publication. Its title is unusually clever—*The Delta Signal*. The *Signal* is issued monthly for the information of the local boys. One name is hard to find in the paper. The elusive name is that of our Head Master Albert Ferguson. He writes the paper! Brother Al also is coming out soon with a directory—and who knows what else? —WILBUR CROSS

LOUISIANA STATE

WE CLOSED THE SCHOOL year of 1940-41 with the initiation of six members: Leon Andrews, Wilton Black, Walter Champagne, Marcel Graugnard, Joseph Gassie, and Thurman Roberts. Welcome brothers! After the initiation we held an election of officers for the school year 1941-42. Those elected were: Martin P. Broderick, Jr., Head Master; Rudolph Peyregne, Senior Warden; Donald Anthon, Junior Warden; Sidney A. Champagne, Scribe; William Scarpero, Treasurer; John S. Lanus, Chancellor; and Marcel Graugnard, Historian. This year we have had several meetings with the principal object—rushing. On October 9, a smoker was given for the rushees. After rush week we had pledged eight men; however, we are not through with rushing. We are planning to have another smoker in the near future and more pledges, with initiation scheduled for the earlier part of December.

Our compliments go to Brother Black and his staff for the first issue of the *Beta Zeta Bulletin*, our chapter publication. They surely did a fine job.

In our chapter we have several campus leaders. Brother Anthon is Vice-President of the senior class of the College of Commerce, while

Brother Thomas is President of the junior class.

Beta Zeta has gotten off to a fine start this year and we intend, through fine co-ordination and co-operation to exceed our fine showing of last year.—SIDNEY A. CHAMPAGNE

SOUTH CAROLINA

WITH ONE OF THE LARGEST pledge chapters in the history of Beta Gamma Chapter, we are expecting a very successful and progressive year. At the beginning of the current school year many social functions were given in honor of our rushees. These parties gave us the opportunity of making the student more familiar with Delta Sigma Pi and its purposes. The pledge chapter now consists of eighteen neophytes and we are expecting to increase the number before the second semester rolls around.

On October 5, "Hell Week" began for our seven initiates, who survived its perils: James Cox, Ellis Godshall, Beattie Kemp, Robert Kieffer, Henry Lindsey, Harlis McSwain, and Tom Stevenson. These new brothers have shown much interest in the fraternity and we know that they will strive always for the advancement of our chapter and Delta Sigma Pi as a whole. Formal initiation was held Friday night, October 10, with Brother Mike Smith of the U. S. Post Office acting as Head Master, and Brother Private D. H. Pate of Fort Jackson, assisting with the active chapter. A banquet was given in honor of the initiates the following night at the Friendly Cafeteria.

Officers of Beta Gamma Chapter for the semester are: Harry K. Woodhurst, Head Master; Wayne Williams, Senior Warden; Hubert H. Thomason, Junior Warden, William E. Whitney, Treasurer; and Henry M. Jones, Scribe.—WILBUR B. MCCURRY

MIAMI

FIRST ON THE CALENDAR of Alpha Upsilon Chapter this semester is a banquet celebrating the obtaining of one hundred thousand points by the chapter in last year's Chapter Efficiency Contest. This was the first time in the history of the chapter that the total number of points possible in each classification has been secured, and Jack Boyd who was in charge of uniting the chapter's efforts is to be congratulated. Merritt Gambill, last year's Head Master, received a Life Membership and all other members of the chapter will receive national membership cards for one year.

Our rushing program got off to a good start with smokers being held on the evenings of October 7 and October 14, and about thirty were present on each night. Much of the time was spent in actives meeting rushees and rushees meeting actives, but a short period was set aside each evening in which our Head Master, Cliff Erickson, outlined the various functions carried on by the fraternity, and one of our alumni, Robert Goacher, who is head of the Y.M.C.A. on the campus gave a short talk on what the fraternity has meant to him since graduation. On October 20 a luncheon will be held at Venn's and at that time formal pledging will take place.

The chapter is working upon two publications at the present time. One is the *Delta Sig Chatter* which contains all of the news of the alumni and active chapter. Harold Feldmaier is editor and Robert Jacobs, Don Lanning, Thomas Sheffield, and Wesley Macy are associates in its publication. A supplement to the Directory which was put out last year is being assembled, also. The addresses of all the new initiates and of the alumni who have

changed addresses in the past year will be included in it.

During the summer a great deal of time and energy was spent by our Head Master together with the heads of the various other business organizations on the campus in the promotion of a Commerce Day. Letters were written to the deans of business schools of twenty-five universities asking for suggestions and plans of such days as had been held on their campuses. The Miami School of Business is completely in accord with the idea, and the sanction of the Administrative Council of the University is all that is needed now to put the plan in full swing.

As a new building is going to be constructed on the campus soon, the chapter and its adviser, Professor Ramsen, are pushing all efforts to secure a clubroom in it. Founders' Day, November 7, was celebrated by the second luncheon of the year. John Pollock has been appointed head of the committee in charge of field trips. Several very interesting ones are being planned to near-by cities during the school year. Due to the fact that our Senior Warden had resigned, an election was held at the last business meeting and Paul Bergman, a senior was elected to fill the vacancy. The chapter's grade average for the last semester was very heartening as it was considerably over the campus all-men's average.

With our success in last year's Chapter Efficiency Contest to live up to, a very successful year is forecast for Alpha Upsilon Chapter.—FRANK SHALER

TEMPLE

AFTER HAVING OUR RANKS depleted by graduation and conscription, Omega Chapter has commenced the fall semester with a definite aim to improve on the original quota of new men. The pledging committee, under the chairmanship of Charles Cooper, has begun its rushing activities and excellent progress has been made thus far. A rush smoker was held October 9, and followed by a banquet at a downtown restaurant with a splendid group of prospective pledges. Official pledging took place one week after the banquet and a group of fourteen took the pledge oath.

The Omega Chapter dining room, the only fraternity dining room at Temple University, has started operations once more under the stewardship of Dick Hoffman. The food is excellent and all members are invited to drop up to the house and eat a meal with the active chapter.

Homecoming, no doubt, has been the outstanding event on the social calendar so far this season. Many alumni brothers came back to view the Penn State game and indulge in the festivities of the weekend. Special meals were served for the guests and a spirit of gayety was rampant the entire weekend which was climaxed by a dance on Saturday night, October 18, 1941.

Construction on a new recreation and social room has been underway for several weeks and we expect it to be completed in the near future. Ping-pong tables, dart boards, and other forms of spending leisure hours have been provided. Means of supplying refreshments were completed for the Homecoming Weekend and the alumni heartily approved of the addition.

Basketball gets underway on the eleventh of November with Omega defending the crown it won last season. Touch football, bowling, and volleyball are the other fall sports that have been on schedule.

Elections for important school positions resulted with Delta Sigma Pi obtaining its share of the campus power. John McIntosh has been installed as the President of the ruling stu-

dent body, Student Commission. Jack De-Grange heads the honorary transportation society, Alpha Lambda Sigma. Ted Serfas fills the office of Vice-President of the University of Men's Glee Club and George Wille officiates as Vice-President also in Kappa Kappa Psi, honorary band society.—CHARLES E. COOPER, JR.

DRAKE

FOLLOWING THE PRECEDENT set by last year's officers, Alpha Iota Chapter is determined to improve upon its record and make a bid for distinction among chapters in the Middle West. Graduation took its usual toll of outstanding men, but the underclassmen show signs of promise as future brothers. Under the able leadership of Head Master Eugene Ashbaugh, Alpha Iota is looking forward to a very successful year. Among other things, we plan to publish an Alumni Directory and a monthly Deltasig bulletin. The committees have been appointed and work has started. Watch for the first issue.

It was resolved at the beginning of the school year that Drake's chapter would not be caught napping. To start things off we had a business meeting to organize and formulate our plans for this semester. On October second Alpha Iota gave a smoker in the Student Union lounge and invited all prospective pledges. The smoke was thick but everyone got acquainted and seemed to be enjoying themselves.

Mr. George Kaufman, president of the Bankers Trust Company, one of Des Moines' larger banks, led an informal discussion on "Inflation—Its Causes and Controls" at our first professional meeting of the year. The discussion was made more interesting because everyone present was given an opportunity to expound his pet theories. The faculty men enjoyed the informality of the meeting and entered wholeheartedly into the arguments. The several prospective neophytes present were shy, but made short work of a swiss steak and expressed their desires to become a brother.

Alpha Iota Chapter is especially noted for having as its members those men who are leaders, scholars and outstanding in their class. Alpha Iota is especially proud this year to have men like Head Master Ashbaugh, vice-president of Triangle Club and a four-year scholarship winner; Senior Warden Don Hughes, president of Commerce Club; Junior Warden Russell Woolever; Treasurer Frank Anderson; Scribe Donald Goss; and other actives and pledges among whom we find the vice-president of Commerce Club, the treasurer of that organization and two other scholarship winners.

Among our alums who are now carrying a pack and shouldering a rifle are ex-Head Master Clark Bloom, ex-Senior Warden Robert Hanson and ex-Scribe David Gutshall. Jack Arends failed to pass his medical exam and latest reports have him casting about for a job with a salary. Speaking of salaries, Del Lewis, another alum, is purported to be working in a Defense industry at a salary not to be scoffed at. Don Schriener, last year's Scholarship Key winner, and voted most likely to succeed, is working for U. S. Gypsum in Chicago. Roland Bunge is with International Business Machines here in Des Moines.

That is all, for the present, but there will be more about Alpha Iota in the near future.—DONALD A. HUGHES

GEORGIA—KAPPA

WITH THE PASSING of the first month of school, Kappa Chapter has well launched every phase of its fall program. On October

11, climaxing the informal work already done, Kappa sponsored its third Freshman Cake Race, an event that is becoming an annual classic at Georgia Evening College. All freshman students and all faculty men are invited to Deltasig Lodge for an afternoon of sports, followed by a hot-dog supper and a program presented by members of the active chapter, alumni, and the faculty. To follow up the work done and the acquaintances made at the cake race, a smoker has been arranged for October 19 at a downtown hotel.

In Atlanta, the fall Deltasig program would be sadly lacking without the fraternal spirit and fellowship so abundantly found at every Deltasig Lodge Fall Barbecue. This year, with 28 Kappa men, many of whom were in the active chapter, in the U.S. Army or Navy, the barbecue was more than ever welcomed as a place to meet brothers who no longer can be at every function given by the chapter. Early last spring, Kappa men from all over the South gathered for the largest affair ever attempted for Kappa men—the banquet to commemorate the Twentieth Anniversary of Kappa Chapter. Some of the spirit aroused at this biggest of all Kappa meetings was recaptured at the 1941 barbecue. Alumni from out of town, some from out of the state, men from army camps, and every active member who could possibly attend, gathered to meet old friends and to renew acquaintances made during school days.

At the Lodge, the newly formed Patriotism Committee of Kappa Chapter has erected a permanent flag-pole to fly the Stars and Stripes. A large Patriotism map has been placed on one wall, with markers to show in what camp or training school the enlisted men of Kappa are stationed. Special group visits are being planned to see men stationed near Atlanta, and every effort is being made to keep in close contact with these members who are devoting their time to the defense of our country. Also in line with its policy to be as useful and as patriotic as possible, Kappa Chapter has voted for and purchased seven \$100 National Defense Bonds with funds from the chapter treasury.

Since the election of chapter officers at the end of the past school year, Kappa has been forced to accept the resignations of four of its principal officers, who have been called into the service. Its head master, senior warden, junior warden, and master of ceremonies have been called, and the election of some of the other officers and important committee heads to fill these higher offices has resulted in constant changes in Kappa's executive ranks this year.

Looking ahead, Kappa awaits its Halloween Barn Dance, annual possum hunt, Thanksgiving football game, and on into a winter full of business and social activities.—JIM McNABB

SOUTH DAKOTA

ALPHA ETA CHAPTER held its first smoker and luncheon of the school year Sunday, October 12, in the Coyote Cove. Following short talks by members of the School of Business faculty, Head Master James Harmon introduced the chief speaker of the evening, Dean Earle S. Sparks of the School of Business. In his talk Brother Sparks told of the importance of fellowship in both fraternity and the field of business.

Special recognition should be given for the very fine chapter publication issued by our chapter this fall. This mimeograph publication contained many interesting pages covering the history of Alpha Eta Chapter at South Dakota, the objectives of Delta Sigma Pi, our program for the first semester of the college year of 1941-1942, many interesting personal

items about actives and alumni, and a directory section of all alumni. Copies were mailed to each alumni member and we planned to publish a similar publication each semester.

Our program for the next few months includes a Founders' Day banquet, a Christmas party and several smokers.—JAMES HEALY

TENNESSEE

ALTHOUGH MANY CHAPTERS are being hit by the draft, Alpha Zeta Chapter at Tennessee has been very fortunate in this respect. To date none of our active members have been called and we consider ourselves very lucky. We therefore have begun a much more active program for the year. Our first undertaking was to present an exhibit to the freshmen during registration. To keep the ball rolling we sponsored a student faculty tea, to which all students of School of Business Administration were invited. The purpose being to foster a closer relation between faculty and their wives, and the students. The wives of faculty were very helpful in assisting in the preparation of the refreshments. In fact, it was so successful we have decided to make it an annual affair.

At the present time we are mapping out our plans for the coming year, and we expect to have things going in a big way soon.—JOE B. PATTERSON and TOM SLEDGE

MARQUETTE

DELTA CHAPTER ACTIVITY for the 1941-1942 school year began on the first day of classes; a smoker was held at the chapter house and brothers and their freshman guests heard an excellent talk by William S. Chandler, Marquette basketball coach. Two weeks later at our second smoker, Dean Pyle gave an inspiring talk. At a later smoker members expect to witness movies of the recent Marquette-Wisconsin football game. And since Marquette expects to have a winning team this year, the annual Homecoming celebration should be unusually active. Plans for the Deltasig Homecoming dance have been completed, with the Bamboo Room of the Medford Hotel as the scene.

The Homecoming game as well as the rest of the schedule will see several brothers active on the football field. Richard Brye, John Good-year, and Robert Salek are on the Golden Avalanche. Dick Brye captained the victorious Marquette team over our state rival, Wisconsin. The victory enabled Delta Chapter men to collect a fine bet from our Psi Chapter brothers. They were very gracious hosts to us while in Madison.

And in other activities on the Marquette campus are Deltasig leaders. John Jans and Daniel Manning were co-kings of the Business Boom, the annual dance of the College of Business Administration. Chairmen of committees for the dance included Robert Hanke-wich and James Lipscomb. On the *Business Ad Digest* staff are Al Pitterle and Bob Hanke-wich. Officers of the Commerce Club are Red Ketchum, President; Bob Martin, Vice-president; and Fred Rohlfing, Treasurer.

Delta Chapter brothers also cop the honors in scholastics. At the all-university honor convocation three Deltasigs received high recognition from the university and congratulations from the university president. Herman Loeb, former head master, a graduate of last June, now attending Harvard Graduate School of Business Administration on a scholarship, was given high honors as the leader of the senior class and as leader in his four years at Marquette. Bob Martin received the award as leader of the junior class, and Anthony Kuban, pledge, merited recognition as head of the

sophomore class. Bob Martin and Howard Burns received the Beta Gamma Sigma awards given to two juniors each year and James Woodward was among the senior recipients.

Cheered by recent news of its first place in the Chapter Efficiency Contest, Delta Chapter resolves to continue its efforts.—AL PITTERLE

NORTH CAROLINA

ALPHA LAMBDA CHAPTER, at the University of North Carolina started off the year with Bill McKinnon, President of this year's Senior Class at the university, as its Head Master. Other officers for the year are: Hugh Quimby, Senior Warden; Dean Williams, Junior Warden; Thel Holt, Scribe; Jimmy Rodgers, Treasurer; Walter Love, Historian and Deltasig Correspondent; Roger Matthews, Senior Guide; Walter Baucom, Junior Guide; and W. J. Smith, Chancellor. Already these officers are putting into effect new ideas for the improvement of the chapter. One of these new ideas is that on the nights of our chapter meetings we all eat together and discuss ideas before they are brought up at the meeting. We are proud of our new members who were initiated late last spring: Floyd McCombs, W. J. Smith, Jimmy Rodgers, Walter Baucom, Bob Bursley, and Blaine Stroupe, who are entering into the chapter activities with enthusiasm and promise to make valuable members.

This fall the Alpha Lambda Chapter is sponsoring moving pictures for the School of Commerce. The first of these was shown on the night of October 15. We also are going to sponsor some outstanding speakers in the field of commerce. This fall, when the North Carolina Accountants hold their meeting here, we plan to have some of the leading men to speak at times when the whole School of Commerce will be able to attend.

This year we are going to use a different type of rushing. Each member is to take a prospective pledge with him when we all eat together before our meeting. In this way we are going to get to meet the boys a few at a time. Later on we are going to have boys around to our chapter room in small groups. We will then be able to know the boys better when our real pledging campaign gets under way.—WALTER LOVE

NORTHWESTERN—ZETA

ZETA CHAPTER STARTED the year with Arnold Isaacson at the helm as Head Master; Thomas Sellinger, Senior Warden; Alfred Grove, Scribe; Nelson Block, House Manager and Treasurer; Guy Thompson, Junior Warden; and Raymond Wagner, Accountant. The brothers returned to a house completely redecorated; it presented an appearance much improved over that of last year. The recreational facilities of the poolroom have been increased by the addition of a new card table and a dart game.

Zeta Chapter is represented in the Naval ROTC and the CAA with four boys in each. Ray Wagner is a platoon commander in the Naval ROTC and Charles Reintgen is an instructor in the CAA.

At present plans are under way for homecoming. Brothers Otto and Huska have been working hard on a float that should provide plenty of comic relief in the parade.

The social and professional calendars are beginning to shape up for the year and we expect to have a very active year. Before the end of October we shall have had two parties, an exchange dinner and a smoker.

Zeta Chapter is again participating in Intramural football and bowling. With John

Luchow calling the signals for the football team we expect to do better this year than last. Our bowling team is as good as, or better than, last year's.

The Zeta Zephyr will make its regular appearances under the guidance of Mervin Smith. The first issue is almost ready for publication now.—GUY THOMPSON

NEW YORK

ALPHA IS OUT to make chapter history this year and the by-word is ACTION. Yes, sir, Brother Deltasigs, ACTION. Best news yet, and first evidence of action, is our newly acquired chapter house, at 152 West 11th Street, right in the heart of picturesque Greenwich Village and just a few minutes walk from venerable, ivy-clad Commerce. The new house will answer many of our problems as an expanding and increasingly active chapter. The house will be organized on a dormitory style, leaving plenty of room for a ballroom, study-rooms, a den and trophyroom, card and game-room, and so forth. The fellows are all busy now putting the finishing touches on one of the best (a bit of understatement) houses on the campus. We here at Alpha renew our invitation of long standing to all those brothers who are in New York or vicinity to drop around and swap some chatter and get better acquainted.

Rushing is underway now and our first smoker was held Thursday, October 23. Senior Warden Arthur Hutchinson, in charge of rushing, has plans for some unusual rush smokers and is receiving generous support from the brothers. Alpha plans to pledge 15 men this semester. John O'Donnell, President of the Interfraternity Council, Violet Skull, has many optimistic reports of a "bumper crop" of fine Frosh. Brother O'Donnell was largely responsible for the successful Skull Freshman Orientation Smoker held at Lassman Hall.

We are fortunate in starting the fall term with a large membership, having incurred a few "casualties" during the summer months. William Boss was lost through graduation last June, while two of our brothers—Ben Sumer and Frank Borreca—have been called to the colors. George Cone was forced to leave us when his job called him to Washington.

John "The Rabbit" Rashti has been busy working on the *Alpha News* during the summer lull, and the first issue of the fall semester, due any day now, should be great. Brother Rashti is somewhat of a poet in his own right, as some of the brothers found out last year, and all of us are looking forward to a bang-up edition.

Ted Hetzer continues in charge of Alpha's effort in the Chapter Efficiency Contest. Although Alpha didn't meet the mark set for itself in last year's contest, we have resolved a better fate for next year. "No. 1 for the No. 1 Chapter."

Officers for the new year are as follows: William Durgin, Head Master; Arthur Nash Hutchinson, Senior Warden; John Van Deussen, Jr., Junior Warden; Allen Ogden, Scribe; Thomas Banningan, Treasurer; Frank Owsiany, Master of Festivities; Rodney Stahl, Master of Ceremonies; Raymond Otto, Professional Chairman; Frank Grunwald, Athletic Chairman; John Rashti, Historian; Ralph Ferd, Chancellor; John O'Donnell, Senior Skull Delegate (and President); Frank Owsiany, Junior Skull Delegate.—JOHN F. VAN DEUSEN, JR.

MISSISSIPPI

ALPHA PHI CHAPTER of the University of Mississippi held its first meeting of the year on October 7, at which time plans

for the coming year were made. In order that the high interest and enthusiasm of the chapter might be maintained, it was decided that group suppers would be held every other Tuesday. A committee was appointed to investigate the scholastic records of possible pledges, and the names of all students having a satisfactory record will be brought before the chapter for consideration at its next meeting.

Head Master Fred Beard announced that plans were rapidly progressing for the annual Business Day, sponsored by the Alpha Phi Chapter. In the past, Business Day has been very successful and this year we hope to have an even better one. Students in the School of Commerce and Business Administration will be divided into three groups for the day; namely, Accounting, Banking, and Marketing. A speaker skilled in each of these fields will talk with each of the groups. After these forums are over all students in the School of Commerce and Business Administration will meet together to hear the main speaker of the day, Mr. E. R. Oliver of Washington, D.C., who is vice-president of the Southern Railway System. We feel that we are very fortunate in being able to have Mr. Oliver with us for this day.

Faculty Adviser Dr. Horace B. Brown, Jr., acting dean of the School of Commerce and Business Administration announced this week, the establishment of a Placement Bureau to help students find positions after graduation. Dr. Brown said that the Placement Bureau would endeavor to place each graduate in a carefully selected position which will result in a successful and happy business career. Under the direction of Dr. C. F. Dunham, the bureau will provide means for matching the needs of employers with the interests and abilities of students. Files on all students will make available information for employers, and all interested students will have an opportunity for positions that become known to the placement service. Dr. Brown said that the Bureau would follow registered graduates for a period of years after graduation and would assist them in every way possible in the matter of advancement, and in an advisory capacity.

Creath Speer, a former member, who was awarded a Service Scholarship to Northwestern last year, received his Masters degree this summer. Frank McCord, who was also awarded a Service Scholarship to Northwestern last year is now with the advertising department of the National Cotton Council of America, whose headquarters are in Memphis, Tenn. Faculty Adviser Dr. Horace B. Brown, Jr., received his Doctor's degree at Northwestern in August. Congratulations to all three.—PHILIP L. DAVIS

OKLAHOMA

UNDER THE GUIDANCE of its new officers, Beta Epsilon began the year with a very successful smoker. Besides Dean Arthur B. Adams, Dean of the School of Business, who spoke at length on "The History of the College of Business Administration and the Opportunities It Presents to the Student of Today," there were six faculty members and a host of prospective pledges present. At the following meeting there were nine men formally pledged from this first group: Harold E. Kirkpatrick, Harvey J. Thacker, Chris V. Kemendo, Joe Boucher, Vernon Upchurch, Joe Ford, Virgil Stone, and Russell Weber.

The new officers who will guide the activities of Beta Epsilon in an effort to hold up the record set in the last two years in the Chapter Efficiency Contest are: Ray T. Lehman, Head Master; Donald K. Grooms, Senior Warden; William B. Austin, Junior Warden; Charles

E. Covington, Treasurer, and Delbert J. Ward, Scribe.

William Austin, one of the most popular members in the chapter, has dropped out of school this semester to take over his father's business until January when he will re-enroll. Brother Austin's father became suddenly ill and has asked him to take over until he regains his health. He was doing a fine job in his office. The chapter will miss his good work and never-ending cheer. His office will be replaced at the next meeting.

Mr. Charles Flexner, manager of the General Beverage Company of Oklahoma City, gave a talk on the phases of the bottling industry at the second smoker of the year. Our next smoker, to be held on October 22, will have as its guest speaker honorary member Brother C. A. Anthony. Brother Anthony, owner of a large chain of retail stores, will give us some highlights of his business career as well as telling us some of the problems of his enterprises.

An industrial tour is scheduled for November though as yet all details have not been worked out. These tours in the past have been very educational as well as entertaining and all members will turn out for the trip. Who doesn't enjoy visiting a distillery?

Permanent committees have been appointed for the year. The idea of permanency was to specifically give authority to the various chairmen in an effort to get better results. These committees are of the following: Initiation and Rush Activities, Professional Activities, Industrial Tours Committee, and the Publicity Committee. Members of the committee have cooperated and the business to be taken up has been disposed of much more readily.

Beta Epsilon members have gotten the ball rolling and their time is well taken up with tours, initiation, and more smokers which are on the coming schedule.—R. GENE MOSS

MISSOURI

WITH THE BEGINNING of a new school year, Alpha Beta has resolved itself to maintain its active status as set up by years of effort. On October 7 the annual Smoker was held in the East Lounge of the Student Union, in order that members of the School of Business and Public Administration might acquaint themselves with the members, activities, and high standards of Delta Sigma Pi. Some forty persons attended, indicating that Alpha Beta still commands the attention of those interested in subjects of both fraternal and educational nature. Lieutenant Edward F. Gaebler gave us a very interesting talk on German rearmament and the modern use of Blitzkrieg. Brother Gaebler is a ROTC instructor of military science and tactics.

Alpha Beta is sorry to report that the army, and employment in the business world have claimed five of its undergraduate members: Roland Matson, Charles Spencer, George Keepers, Robert Loren, and Robert Mickey. It is our hope that these men can again return to the halls of the University of Missouri and complete their school work.

We are glad to welcome back R. D. M. Bauer, Alpha Beta No. 1, after his year's leave of absence. During this time Brother Bauer spent three months working with Price, Waterhouse & Co. in New York comparing class room theory with auditing as it is in the field.

Upon his return Brother Bauer received a promotion from associate professor of accounting to a full professorship, and is now chairman of the department of accounting and statistics in the School of Business and Public Administration at the University of Missouri.

Deltasigs are finding time for other activities on the campus of Old Mizzou this year too. Senior Warden Ed Lupberger is president

of The Council of the School of Business and Public Administration, president of Gamma Delta, Lutheran organization for college students, and lab assistant in accounting; Oliver Patton is president of Dafoe Hall, our only men's dormitory; Harry Freed is president of the Accounting Club; Clarence Gonnerman is secretary-treasurer of the Accounting Club; and Homer Biesemeyer is lab assistant in accounting.—HARRY FREED

NORTHWESTERN—BETA

SOMEBODY MUST HAVE given the old timers a shot in the arm this fall to encourage them to return to school. About ten of the brothers who have been inactive for a semester or more have returned to the fold to swell the active chapter to close to forty members. Among the missing this year is Hugh Brown, Junior Warden last year, who answered the call to the colors.

The chapter is on top of the school political heap this year boasting among its members the presidents of the Chicago Campus Association, the Student Council, the Senior Class and the Debating Club, as well as the editor of *Northwestern Commerce* and the Chicago Campus editor of the *Syllabus*. Numerous political small fry may also be found on the Chapter's roster.

A special initiation was held on Tuesday, October 7, for Ed Freiman carryover pledge, whose induction into the army was then only three days off. Ed is expected to carry the Deltasig tradition for Service into army life.

Grand Council Member Eugene D. Milener of New York, dropped in at the house for a few minutes on a flying trip through Chicago. The ex-Grand President, who is an avid reader of *Beta News*, was welcomed by Head Master Weber and the blasting of the World Series Baseball game on our radio.

Athletics have been given a flying start as the touch-football team split even on their first two games and thirteen golfers showed up to cop the maximum points for entry in the links contest. The scores were high but the event was socially successful.

Three professors led off the professional program for the year as Brothers Umbreit and Dougall and Professor Willard spoke at the first smoker. Mr. Willard is the newly appointed Director of Business Relations for the School of Commerce. The second speaker of the year was our own Godfrey Kurtz, plant engineer for the E. J. Brach Candy Company, who spoke on "Commercial Applications of Time and Motion Study" to a jammed house on October 20.—JAMES A. KERR

MINNESOTA

TWENTY-ONE BROTHERS of Alpha Epsilon Chapter are back in school this fall with active plans to attain a perfect score in the Chapter Efficiency Contest for a third consecutive year. Head Master Wendell Gilkerson, who pushed us to the maximum limit last spring, is pushing us again this fall and we all intend to succeed. Our first step, which is toward an increased membership, was started with a Monte Carlo rushing smoker held on October 7. Brothers Wetherill and Lerud were in charge with Brother Galles giving a talk on "The Benefits of a Fraternity" to the rushees and actives. Our fall quarter initiation was held from October 9 through October 11, adding to our ranks Donald Bosold, Lyle Hanse, Myles Gentzkow, James Callan, Paul Kepple, George Halverson, and Robert Eide. Following initiation we had an excellent party at the chapter house with the new actives as honor guests.

At our first business meeting of the year

we elected the following new officers: William Hayes, Junior Warden; Robert Rebney, Inter-professional Council Delegate; Clarence Benrick, Professional Meetings Chairman; Ell Kleine, Chancellor; Walter Zuidema, Historian. Brother Benrick held the first professional meeting on Monday, October 6, with Brother Tosdal of the Greyhound Bus Company showing a Greyhound Travel Film. We also have planned an industrial trip through the Pillsbury Flour Mills of Minneapolis. Brother Lammi was in charge of a very successful date luncheon, a bi-monthly event, which was held on Thursday, October 16, with many couple attendance.

Members of Alpha Epsilon promise to be active in extra-curricular activities on the university campus this year. Brother Hanse was elected to the Union Board of Governors, a small group of students controlling the social activities in the Coffman Memorial Union. Brother Hay was one of the co-chairmen of the Business School Mixer held on October 22. This was a get-acquainted gathering for the faculty and students of business and pre-business. We also have three men running for positions on the Board of Associated Business School Students, which plans the different social and educational activities for the School of Business Administration.

During the inactive months this summer parts of our chapter house were remodeled. We now have a completely modern kitchen. The library and hallways have been repapered and other bits of remodeling have been done in different parts of the house.

Brothers Tosdal and Erdahl have enlisted in the U. S. Naval Aviation Reserve and both plan to start training at the Wold-Chamberlain Airport by the first of the year. Brothers Olson and Block were inducted this summer and several others expect to be called soon.

We enjoyed several big social events recently, particularly our Homecoming dinner at the chapter house, followed by a dance at the Anoka Country Club on Saturday, November 1. Many of the Alpha Epsilon alumni and members of the Beta and Zeta Chapters at Northwestern attended the Homecoming football game with Northwestern, and the dinner and dance afterwards, including Grand Secretary-Treasurer H. G. Wright of Chicago. Plans are also well under way for our fall formal dance to be held November 29.—WALTER H. ZUIDEMA

RIDER

BETA XI CHAPTER entertained sixty prospective neophytes at the first smoker of the present rush season, October 8. At a special meeting held before the smoker Rex Ellis athletic director of Rider College, became a full-fledged pledge of Delta Sigma Pi. Ellis is a '40 graduate of Notre Dame University, and came to Rider in the fall of the same year. During his four years at the South Bend school he starred as a member of the speedy Irish basketball team, and was named to the All-Star squad in his senior year. He was also considered one of the best hurlers on the Notre Dame baseball nine.

The rushing committee, under the direction of Clyde James, worked diligently to assure the success of our first smoker. Fake money was passed out, and the rushees competed against each other in all sorts of games of chance. The one who had the most money at the end of the evening was presented with a handsome military set. We are rushing an exceptionally fine group of men this year, and anticipate a very successful pledge season.

Edward Durkin, professor of economics at the college, was recently elected faculty adviser to the Beta Xi Chapter, following the resignation of F. M. Dowd. Brother Durkin

is a '39 graduate of the University of Pittsburgh, and came to Rider in the fall of the same year. He was pledged as a faculty member last year and has been active in Beta Xi affairs since then.

Brother Dowd's resignation came after twelve years of service to the fraternity. He is a charter member of the chapter and was responsible more than any other one person for the installation of the Beta Xi Chapter here at Rider. It is quite fitting that we publicly express our deep gratitude for all that he has done for us.

Our fall social season was ushered in very effectively with our annual house formal, October 18. Ted Miller and his social committee were in charge of the affair. The dance was in the form of a cabaret opening, and tables were placed at various and sundry places throughout the house. As per usual, waiters served "cokes" and cookies to those desiring refreshments, and a fine band provided music for those who wanted to dance. The house was decorated in Hallowe'en fashion, and a good time was had by all.

Deltsigs are again among the leaders in activities at Rider. Ted Miller was recently doubly honored by the senior class, winning not only the coveted office of president of the class, but also being chosen as one of the senior representatives to the student council. Brother James was elected president of Beta Pi, national honorary accounting fraternity. Tom Morton is editor-in-chief of the Rider News, weekly undergraduate publication.

Our house is in fine condition this year, and the doors are always wide open for any of you Deltasigs. We would like to see some of the brothers from nearby chapters and we cordially invite them to come to the house at any time.—TOM MORTON

WISCONSIN

ANOTHER SCHOOL YEAR looms ahead, a year of fun and hard work and victories and defeats and of fraternal spirit, for the men of Psi Chapter of Delta Sigma Pi. Happily situated in our handsome "plantation" of a chapter house, we are looking forward to a year of high accomplishments in sports, scholastics, and society. With big holes in its ranks caused by the departure of thirteen seniors who graduated in June, 1941, the chapter's first problem this fall is building its membership back to its customary supremacy among Wisconsin's professional fraternities. An enthusiastic pledge class, growing rapidly with good commerce and economics men, gives notice that the seniors will soon be replaced and that this year will be one of exceptional success for the brothers of Psi.

Last spring's election of officers should prove one of the chief contributing factors to a successful year for us. These are the "chosen few": Ralph Zaun, Head Master; Miles Laubeneimer, Senior Warden; Hal Henrich, Junior Warden; Herb Boedecker, Scribe; Bob Ecker, Treasurer; Karl Baertschy, Historian; Charles Du Bois, Senior Guide; and Norm Nachreiner, Chapter Adviser. At the first meeting this fall Don Slette was appointed editor of the Psi News and Walter Livie, Chairman of the Activities Committee.

A full professional program is under way again. The 1941-42 program was inaugurated on October 15 by an address by W. A. Morton, professor in money and banking courses.

The social program, too, is planning great things for the year. An impressive array of parties is on the schedule. As usual, the highlights will be the big annual affairs; Homecoming in October, Christmas Formal in December, Bowery Party in March, and the Spring Formal in May. The social season had an auspicious beginning on October 4 when

our chapter entertained the Delta boys from Marquette, after their football team had devastated us with a Blitzkrieg on the ground and in the air, 28-7.

One of the chief assets acquired by the Psi Chapter since last May is the handsome dog who is our new mascot. Of German Shepherd and Great Dane descent, he has tawny, golden hair, stands 30 inches high, and weighs a battering 90 pounds. We picked him up as a pup in May when he was mostly feet and head. The seniors immediately dubbed him "Herman" because of his clumsiness and apparent ignorance of the world in general and of inside-the-house etiquette in particular. Now that he has outgrown those natural puppy tendencies and has taken his rightful place on the Badger campus as one of the fraternities' most distinctive canine mascots, the name of Herman still sticks. He is a one-man dog—as long as the one man is a brother in Delta Sigma Pi.

Here's wishing all chapters as successful a year as we hope ours will be.—CHARLES F. DU BOIS

ALABAMA

ALPHA SIGMA CHAPTER is off to the slowest start in years. However, we have a quite valid excuse in that polio threatened our university as it did so many others. Our school opening was delayed one week. Our first business meeting was remarkably well attended. I will have to admit it was the result of some clever strategy on the part of Brother Bartow. Our meeting was one of those run of the mill meetings which is so necessarily characteristic of those few opening sessions. Our membership now stands at 21, which we consider not so bad. We decided that in regard to pledging that we will try to pledge as many as possible for we do know that mid-year graduation and draft polls will tell their tales.

I thought that I would expand a trifle upon our forthcoming plans for the year. This year more so than ever, our chapter plans to participate much more fully upon this campus socially than has been customary. First on our program is an informal gathering at a nearby roadside inn with that delicious Southern fried chicken the main attraction. Then as soon as the results of our six-weeks exams are announced our rushing will begin with smokers. Our initiation, which is scheduled for December, is none too far away. We would like to change our former austere banquets into more informal banquets followed by a closed dance honoring our new initiates. We sincerely feel that one thing in which our chapter definitely is sub-par is in mutual understanding and association of our brothers, which we all sincerely hope our program will greatly alleviate.

In closing, I should like to say that an August graduate, Brother James, is now a member of our Commerce faculty.—W. R. HAIG

BAYLOR

BETA IOTA CHAPTER here at Baylor is elated over the fact that they were one of the nine chapters of Delta Sigma Pi to tie for first place in the annual Chapter Efficiency Contest. Under the supervision of Head Master Waldrop, the chapter has taken a great interest in the contest and has begun making plans again this year to come out at the end with another 100,000 points.

At our first professional meeting, held October 13, at the Roosevelt Hotel, Brother Jones introduced the speaker for the evening, Mr. Dodson, credit manager for McLendon Hardware Company in Waco. Also present for the

meeting were our nine new pledges who had taken their pledge oath at the previous meeting: B. F. O'Neal, Mickey Lane, Jimmie Boggett, Newton Galbraith, Harry Reed, Jimmie Kendrick, Ralph McKinney, Jarmon Bass and Bo Robinson. Various rush parties have been held for these prospective new members including a reception-dance at the Fish Pond as well as other parties of similar nature.

At our annual Homecoming affair, the chapter will hold its alumni dinner at the Roosevelt Hotel. At this time a short program will occur at which various members of our alumni chapter will make short talks. Brother Beck, chairman of the float committee for the Homecoming Parade is busily engaged preparing plans for the float which will ride Miss Kathryn Elder, our Delta Sigma Pi sweetheart for the occasion. Miss Elder is a former Round-Up Beauty from Greenville, Texas. At the present time, no sponsor for our entry has been secured but Brother Beck and several members are working on that now.

Brother Boone is working at the present time on our membership directory in which all present and former members' names and addresses will be published. He has almost completed the directory after much hard work and time spent in formulating the necessary information.

Brother Horner is engaged in the publication of the *Beta Iota Banner* which will be published in the near future.

Brother Simmons, our Senior Warden, has been selected over a large number of applicants as the director of the Waco Working Boys Club, an organization composed of the young working boys of Waco. This is truly an honor and shows the worth of Brother Simmons services in such a worthy cause.—MAX FARRAR

JOHNS HOPKINS

WING COMMANDER SNAITH of the British Royal Air Force spoke to an enthusiastic and appreciative group of students and their guests at the first professional smoker sponsored by Chi Chapter in the Sherwood Room in Levering Hall at Johns Hopkins University. Wing Commander Snaith, who has flown and fought with the RAF in two World Wars, was unusually well qualified to discuss the operations of this now famous fighting organization upon whose effectiveness during the past two trying years has depended to a large measure the safety and survival of the British Empire. With that mastery of understatement so characteristic of the English, Commander Snaith outlined the many obstacles which have had to be surmounted and the methods employed to cope with these practical problems arising out of actual warfare.

Of particular interest to Americans, now deeply engrossed in the many new and complicated problems which the Defense Program has raised for solution, is the new system of Occupational Training developed by the British to prepare the personnel of the RAF for actual combat. Under this method the crew of a Bomber, which may consist of a pilot, navigator, radioman, engineer, bombardier and several gunners, is trained as a unit in the type of ship which they will later fly in battle. This training, which is advanced training of a kind not given in America at the present time, is of six weeks duration and of the most intense nature. During this period of training the crews learn to work together as a unit becoming intimately familiar with their plane and equipment so that when they go into battle their teamwork will be perfect and their reactions nearly automatic. This training involves flying tactics, practical problems in navigation, bombing and machine gun practice all under conditions simulating as nearly

as possible those which will be met with over Germany. The result of this new method is the development of a more efficient and effective fighting force capable of inflicting a maximum amount of damage to the enemy with a minimum of damage to itself.—GEORGE M. HINCKLEY

OHIO STATE

NU CHAPTER WISHES to express its deepest gratitude to Rowland D. Sager, assistant to Grand Secretary-Treasurer H. G. Wright of the Central Office. Brother Sager is an alumnus of Missouri, and although Ohio State had beaten Missouri the week before, Brother Sager showed a real fraternal spirit by helping Nu Chapter get organized for the coming year. He gave all of the officers valuable pointers on how to improve the chapter. He also helped us greatly in our rushing. At a pledge smoker held at the chapter house on Thursday, October 9, Brother Sager spoke about the national phase of the fraternity. All of the actives and pledges of last year came back Freshman Week and were busy rushing incoming freshmen. We have ten new pledges and three from last spring. Brother Schnell, the pledge master, just about has his hands full. Brother Allison, an alumnus from Minnesota, is living at the house and is assisting Brother Schnell with the pledges. They are planning to have a complete pledge program made out by another week.

Brother Ferrel is to be commended on the fine job he did as Senior Warden during Freshman Week. But Walt didn't stop there, he is still working and plans to have four or five more pledges within a week or two.

The house is all spick and span after the work done on it during the summer. The house was repainted and the living and dining rooms were repapered. All of the floors were sanded, varnished and waxed. The house also boasts a new radio-phonograph which has already seen plenty of service. We have had two record dances so far this quarter.

There were three offices to be filled this quarter as the draft took away three of our officers. Brothers Durfey, Snyder, and Redmond were elected to the offices of Treasurer, Scribe and Historian respectively.

Last year's scholarship key was won by our own Gordon Bach. Brother Bach is very proud of the key and Nu Chapter is very proud of Gordon. Good luck Gordon, Nu Chapter wishes you the best of success in your business life. Incidentally, Gordon is now working at the Ohio Farm Bureau in Columbus.

William Hahn is back this year after being out of school for a year. Bill is the all star, all around athlete of the house and as chairman of the sports committee he promises us that this is the year for Delta Sigma Pi in sports. Last year we finished second in every sport we participated in, but this year—only time can tell.

The homecoming dance this year will be Saturday evening, November 15, after the Illinois game.—PAUL E. REDMOND

CHICAGO

ALPHA PSI CHAPTER is indeed proud of the scholarship record attained by its members last year. The Delta Sigma Pi scholarship key was won by Paul Lorenz, one of our members, while several other graduating brothers were elected to Beta Gamma Sigma on the basis of the excellent work they did in their studies. Our junior members also made a proud showing. Our new Head Master Carroll Woods, Scribe Harold Steinhauser, and Treasurer Harold Wilson were awarded half

scholarships for the current school year on the basis of their scholastic achievements last year. The other brothers maintained at least a "C" average so we feel that we have a record that is one of which we may well be proud.

At present, our active membership is not large since many brothers are working on Defense jobs but we do have a lively, spirited group. We have planned an elaborate program of activities for the fall semester. At our first smoker on October 15, our speakers were Mr. Ralph Brown of the Chicago Board of Trade and Grand Secretary-Treasurer H. G. Wright. We also planned another smoker in November, two industrial tours, a dance at Judson Court, a house party and a celebration of Founders' Day. We shall also continue to have our regular Tuesday and Friday luncheons with a business meeting and guest speaker following the Tuesday luncheons. We plan to have Dean William Spencer and other faculty members at these affairs. With all these functions, we hope to pledge a large number to help swell our ranks. Our present plans call for initiation during the latter part of November.

Again this year, the School of Business student council is made up almost entirely of Deltasigs. Harold Wilson is president of the council, Pledge Lee Gaalaas is vice-president, Carroll Woods is treasurer and Harold Steinhauser is a member-at-large.

We are happy to say that almost all of our brothers who received their degrees last year are now holding good positions out in the business world. Two former actives, Dick French and Walt Conrad have reported from far distant California that they are doing very well at their new positions while Ray Bertram is doing likewise in New York. It is our hope that our alumni will keep in constant touch with us and come out to our functions as often as possible.—HAROLD R. STEINHAUSER

PENNSYLVANIA

BETA NU CHAPTER has already swung into its drafted calendar of professional and social activities with high confidence of a very successful 1941-42 school year. The active chapter is giving its fullest cooperation to the Philadelphia Alumni Club, too, in preparation for the Founders' Day Celebration to be held at the Bellevue Stratford Hotel on Friday, November 7. From reports of the various committees, this affair promises to be one of the most important Delta Sigma Pi functions of the year. Guest speakers for the evening are Walter D. Fuller, President of Curtis Publishing Co. and National Association of Manufacturers, and Philip A. Benson, President of Dimes Saving Bank, Brooklyn, N.Y. Other prominent members of the fraternity and distinguished guests from the University of Pennsylvania and other nearby universities have also promised to be in attendance.

From a preliminary canvass and reservations already received, about the only Beta Nu brothers who may not join our Founders' Day Celebration are our draftees, namely, Paul Essick, Kenneth Richman, Walt Ruggles, Sam Kindick and Bob Hughes. The chapter regrets the loss of valuable service of these active brothers, and though the rest of us will have to assume greater responsibility to fill offices vacated, indications are that Beta Nu men are ready and ever willing to give more and more of their hard-pressed time to the work of the fraternity.

Throughout the past summer a program of complete remodeling of the chapter house was inaugurated, and brought to a successful completion, under the industrious leadership of Head Master Gene Minahan. Every room was renovated in a pre-determined color scheme

planned to match furniture and fixtures. After three months, during which time many of the boys spent three evenings per week at their interior decorating, the house was open for inspection; first, at the Opening Dance held on Saturday, September 27, at which time actives, alumni, and friends of Deltasigs were delighted with the new and shining surroundings; and secondly, at an alumni meeting and buffet supper held at 3902 on Thursday, October 9, when the older brothers echoed the praise and admiration for the work of the active chapter.

It was last spring that the germ of construction struck Beta Nu, and before the fever abated, 3902 had a Game Room built in knotty pine. Builders Bickel, Boyajian, Minahan and Jones, in collaboration with consultant Voorhies, aided by a crew of semi-skilled craftsmen, converted their brain-child into a favorite recreational room. Completion of this handiwork was properly celebrated at the party marking the official opening of the Game Room.

Turning back the pages, we come to the lighter activities of the past months. Since the spring formal at the Paxton Hollow Country Club on June 7, most of the boys elected to devote their vacation weekends to the outdoor atmosphere of mountains and seashore. Again this year a sizeable alumni group swelled the party making the annual trip to the Pocono Mountain resort of Lakeview Lodge. A crammed schedule of dancing, baseball, tennis, golf, and other forms of fun was arranged to everybody's enjoyment. It is hoped that sometime in the future an Inter-Province Conference of Eastern Chapters can be arranged for the benefit of chapters interested in a reunion during the ideal off-peak summer season.

The first important social function listed on Beta Nu's Calendar for the '41-42 school year was the Welcome Freshman Dance held on Saturday, October 11. Upwards of 200 couples were in attendance, a fact which reflects on the efforts of Phil Delphey and Ralph Jones, assisted by the other members of the Festivities Committee responsible for the publicizing and arranging for this, our Second Annual Freshman Dance.

With the news that the alumni chapter would endeavor to plan joint affairs, and with some brand new ideas for wholesome entertainment, Beta Nu looks forward to the ensuing months with much anticipation.—PETER GRATZON

STUDENT LOANS AVAILABLE

The National Endowment Fund of Delta Sigma Pi has funds available to loan qualified, deserving members who need financial assistance of not to exceed \$300 to complete their college year. Loans are restricted to members who have belonged to Delta Sigma Pi for at least one year, either juniors, seniors, or graduate students, and who have a real need, and not just a fancied one. The approval of your chapter and proper references are required, and two co-signers who need not be members of the fraternity. Money is now available for a number of additional loans; no payment of principal is expected until four months following graduation or withdrawal from college.

Application forms and full information may be secured by writing the Central Office of Delta Sigma Pi, 222 W. Adams Street, Chicago.

CHAPTERS

The name of the University is followed by chapter designation and year of installation. The names and addresses of our Province Officers and Chapter Advisers then follow. Permanent chapter addresses and telephone numbers are shown wherever possible. Abbreviations used for the principal officers are: H.M. means Head Master; S.W. means Senior Warden; and Treas. means Treasurer.

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ALABAMA (Alpha Sigma, 1926), UNIVERSITY OF ALABAMA, SCHOOL OF COMMERCE AND BUSINESS ADMINISTRATION, TUSCALOOSA, ALA. Province Officer: Leroy J. Nations, School of Commerce and Business Administration, University, Ala.
H.M. Henry A. Leslie, New Dormitory, B-33, University, Ala.
S.W. John J. Molinari, 12 Gorgas Hall, Tuscaloosa, Ala.
Treas. Michael Watson, Tuscaloosa, Ala.
Scribe John W. Brown, 831 13th Ave., Tuscaloosa, Ala.

ALABAMA POLY (Beta Lambda, 1931) ALABAMA POLYTECHNIC INSTITUTE, DEPARTMENT OF BUSINESS ADMINISTRATION, AUBURN, ALA. Province Officer: Leroy J. Nations, School of Commerce and Business Administration, University, Ala. Adviser: C. P. Austin, Jr., Brookwood Dr., Auburn, Ala.
H.M. Samuel D. Nettles, Auburn, Ala.
S.W. L. Z. Thrasher, Jr., Wright's Mill Road, Auburn, Ala.
Treas. John T. Hudson, Jr., Opelika Rd., Auburn, Ala.
Scribe Alfred S. Lucas, 220 W. Magnolia, Auburn, Ala.

BAYLOR (Beta Iota, 1930), BAYLOR UNIVERSITY, SCHOOL OF BUSINESS, WACO, TEX. Province Officer: William D. Craig, 1906 Robbins Pl., Austin, Tex. Deputy: J. Leo Garrett, 303 Crescent Rd., Waco, Tex.
H.M. A. Samuel Waldrop, 709 James St., Waco, Tex.
S.W. D. Riley Simmons, 709 James St., Waco, Tex.
Treas. Raymond Hankamer, 1015 S. 7th St., Waco, Tex.
Scribe Marion K. Betts, Jr., 1025 Speight, Waco, Tex.

CHICAGO (Alpha Psi, 1928), UNIVERSITY OF CHICAGO, SCHOOL OF BUSINESS, CHICAGO, ILL. Province Officer: M. W. Mitchell, 4314 W. Maypole Ave. Deputy: George H. Brown, 8453 Constance Ave., Chicago, Ill.
H.M. W. Carroll Woods, 6024 Woodlawn, Chicago, Ill.
S.W. Richard A. Dallager, 7737 Bennett Ave., Chicago, Ill.
Treas. Harold S. Wilson, 5480 Ellis Ave., Chicago, Ill.
Scribe Harold R. Steinhauser, 7614 Normal Ave., Chicago, Ill.

CINCINNATI (Alpha Theta, 1924), UNIVERSITY OF CINCINNATI, COLLEGE OF ENGINEERING AND COMMERCE, CINCINNATI, OHIO. Province Officer: R. E. Glos, Miami University, Oxford, Ohio. Deputy: H. Yates Weil, 217 Dixie Terminal Bldg., Cincinnati, Ohio. Adviser: Glen A. Beyring, 5826 Hamilton Ave., Cincinnati, Ohio
H.M. Albert C. Ferguson, 1725 Brewster Ave., Cincinnati, Ohio
S.W. George B. Parker, 4002 Smith Rd., Norwood, Ohio
Treas. George H. Hertenstein, 6226 Chambers St., Cincinnati, Ohio
Scribe Walter H. Prine, Box 440 B, R.R. 6, Lockland, Ohio

COLORADO (Alpha Rho, 1926), UNIVERSITY OF COLORADO, SCHOOL OF BUSINESS, BOULDER, COLO. Province Officer: Elmore Petersen, School of Business, Boulder, Colo.
H.M. Carl W. Strain, 1029 Broadway, Boulder, Colo.
S.W. Robert C. Starke, 1919 S. Broadway, Boulder, Colo.
Treas. John M. Hinshaw, 1305 University Ave., Boulder, Colo.
Scribe Lawrence B. Creaghe, Men's Dorm, Boulder, Colo.

CREIGHTON (Beta Theta, 1930), CREIGHTON UNIVERSITY, COLLEGE OF COMMERCE AND FINANCE, OMAHA, NEB. Province Officer: Henry C. Lucas, 1823 Spencer St., Omaha, Neb. Deputy: William T. Kellogg, 806 N. 39th St., Omaha, Neb. Adviser: Norbert G. Bausch, 2865 California St., Omaha, Neb.
H.M. Fred Glaser, 3274 Francis St., Omaha, Neb.
S.W. John R. Fenner, 625 N. Lincoln Blvd., Omaha, Neb.
Treas. Robert H. Dethlefs, 4420 Woolworth Ave., Omaha, Neb.
Scribe Robert F. Heimrod, 5601 Western Ave., Omaha, Neb.

DENVER (Alpha Nu, 1925), UNIVERSITY OF DENVER, SCHOOL OF COMMERCE, ACCOUNTS AND FINANCE, DENVER, COLO. Province Officer: Elmore Petersen, School of Business, Boulder, Colo. Deputy: Glenn R. Davis, 740 Sherman St., Apt. 5, Denver, Colo.
H.M. David H. Cross, 2650 S. Downing St., Denver, Colo.
S.W. Fred Macaron, 1401 Gilpin, Denver, Colo.
Treas. George E. Frazier, 1765 Sherman St., Denver, Colo.
Scribe Tommy C. Townley, Y.M.C.A., Denver, Colo.

DE PAUL (Alpha Omega, 1928), DE PAUL UNIVERSITY, COLLEGE OF COMMERCE, 64 E. LAKE ST., CHICAGO, ILL. Province Officer: M. W. Mitchell, 4314 W. Maypole Ave., Chicago, Ill. Deputy: John C. Hajduk, Victor Chemical Works, Board of Trade Bldg., Chicago, Ill.
H.M. Frank J. Tangney, 42 E. Cedar St., Chicago, Ill.
S.W. Carl F. Paulsen, 428 Barton Place, Evanston, Ill.
Treas. Leon A. Jarosz, 918 N. Wolcott Ave., Chicago, Ill.
Scribe Robert W. Shinnick, 1836 Farwell Ave., Chicago, Ill.

DETROIT (Theta, 1921), UNIVERSITY OF DETROIT, SCHOOL OF COMMERCE AND FINANCE, DETROIT, MICH. Province Officer: John T. Birney, 1317 Penobscot Bldg., Detroit, Mich. Adviser: Henry J. Willmes, University of Detroit, Detroit, Mich.
H.M. Joseph Bauser, Jr., 17309 Quincy, Detroit, Mich.
S.W. Raymond W. Lustig, 5024 Brooklyn Ave., Detroit, Mich.
Treas. Edward J. Hussey, 15880 Quincy, Detroit, Mich.
Scribe Robert E. Stafford, 3232 Montgomery Ave., Detroit, Mich.

DRAKE (Alpha Iota, 1924), DRAKE UNIVERSITY, COLLEGE OF COMMERCE AND FINANCE, DES MOINES, IOWA. Province Officer: A. R. Burton, College of Commerce and Finance, Des Moines, Iowa. Adviser: Dean Lynden E. Hoffman, College of Commerce and Finance, Des Moines, Iowa.
H.M. V. Eugene Ashbaugh, 1376 27th St., Des Moines, Iowa

S.W. Donald A. Hughes, 1126 25th St., Des Moines, Iowa
Treas. Frank H. Anderson, Jr., 1318 McKinley, Des Moines, Iowa
Scribe Donald Goss, 1321 24th St., Des Moines

FLORIDA (Beta Eta, 1929), UNIVERSITY OF FLORIDA, COLLEGE OF BUSINESS ADMINISTRATION, GAINESVILLE, FLA. Province Officer: Sigismund de R. Dietrich, 303 Language Hall, University of Florida, Gainesville, Fla.
H.M. H. M. Force, Jr., 1469 W. University, Gainesville, Fla.
S.W.
Treas. Charles E. Creal, 336 Roux St., Gainesville, Fla.
Scribe William W. Flanagan, 238 Ray St., Gainesville, Fla.

GEORGETOWN (Mu, 1921), GEORGETOWN UNIVERSITY, SCHOOL OF FOREIGN SERVICE, 37TH AND O STS., N.W., WASHINGTON, D.C. Province Officer: J. Elwood Armstrong, 2822 Bauerwood Ave., Baltimore, Md. Deputy: Adviser: Arthur A. Verner, Washington, D.C.
Chapter House: 2800 Wisconsin Ave. N.W., Washington, D.C. (Wo. 9887)
H.M. William P. Eckel, 2800 Wisconsin Ave. N.W., Washington, D.C.
S.W. John W. Von Herbulis, 1406 35th St. N.W., Washington, D.C.
Treas. W. Herman Godel, 4550 Connecticut Ave. N.W., Washington, D.C.
Scribe Will Hippen, 2800 Wisconsin Ave. N.W., Washington, D.C.

GEORGIA (Kappa, 1921), UNIVERSITY SYSTEM OF GEORGIA EVENING COLLEGE, 160-168 LUCKIE ST. N.W., ATLANTA, GA. Province Officer: Howard B. Johnson, Atlantic Steel Co., Atlanta, Ga. Adviser: John B. Clark, 1503 Westwood Ave. S.W.
Chapter Quarters: Deltasig Lodge
H.M. G. Ford Rives, 312 Alaska Ave. N.E., Atlanta, Ga.
S.W. J. Neil Hopkins, 127 Carter Ave. S.E., Atlanta, Ga.
Treas. Robert L. Hames, 971 Adair Ave. N.E., Atlanta, Ga.
Scribe James P. Welch, 37 13th St. N.E., Atlanta, Ga.

GEORGIA (Pi, 1922), UNIVERSITY OF GEORGIA, SCHOOL OF COMMERCE, ATHENS, GA. Province Officer: Howard B. Johnson, Atlantic Steel Co., Atlanta, Ga. Deputy: Harold M. Heckman, University of Georgia, Athens, Ga.
Chapter Quarters: School of Commerce Bldg., University of Georgia, Athens, Ga.
H.M. Leon L. Hall, 165 Wilcox St., Athens, Ga.
S.W. Ernest Freeman, University of Georgia Co-op, Athens, Ga.
Treas. Delmar L. Mashburn, Athens, Ga.
Scribe J. Fred Taylor, Jr., 304 Millledge Hall, Athens, Ga.

INDIANA (Alpha Pi, 1925), UNIVERSITY OF INDIANA, SCHOOL OF BUSINESS ADMINISTRATION, BLOOMINGTON, IND. Province Officer: Edward E. Edwards, School of Business Administration, Bloomington, Ind.
H.M. Donald A. Davis, 720 E. 3rd St., Bloomington, Ind.
S.W. Robert E. Waldo, 415 E. 6th St., Bloomington, Ind.
Treas. John A. Mannan, Bloomington, Ind.
Scribe William H. Good, 506 N. Indiana, Bloomington, Ind.

JOHNS HOPKINS (Chi, 1922), JOHNS HOPKINS UNIVERSITY, SCHOOL OF BUSINESS ECONOMICS, BALTIMORE, MD. Province Officer: J. Elwood Armstrong, 2822 Bauernwood Ave., Baltimore, Md. Deputy: Paul G. Leroy, II, 2562 Edmondson Ave., Baltimore, Md. Adviser: Reynold Carlson, Cambridge Arms Apts., Baltimore Md.
H.M. Dulaney Foster, 5502 Groveland Ave., Baltimore, Md.
S.W. William B. Tulloss, 5203 Roland Ave., Baltimore, Md.
Treas. Edgar S. Jacob, Columbia Pike, Ellicott City, Md.
Scribe Milton A. Bowersox, 715 N. Augusta Ave., Baltimore, Md.

KANSAS (Iota, 1921), UNIVERSITY OF KANSAS, School of Business, Lawrence, Kan. Province Officer: Hazlett Steiger, 1343 Collins, Topeka, Kan. Adviser: Frank T. Stockton, Dean, School of Business, University of Kansas, Lawrence, Kan.
H.M. Chain V. Healy, 1540 Louisiana, Lawrence Kan.
S.W. Germain Morgan, 1045 West Hills, Lawrence, Kan.
Treas. William R. Murfin, 1045 West Hills, Lawrence, Kan.
Scribe Robert H. Kirk, 1540 Louisiana, Lawrence, Kan.

LOUISIANA STATE (Beta Zeta, 1929), LOUISIANA STATE UNIVERSITY, COLLEGE OF COMMERCE, BATON ROUGE, LA. Province Officer: George H. Zeiss, College of Commerce, Baton Rouge, La., Adviser: Stanley W. Preston, Box 8415, University, La.
H.M. Martin P. Broderick, Jr., 902 Camella Ave., Baton Rouge, La.
S.W. Rudolph A. Peyregne, 1050 Chimes St., Baton Rouge, La.
Treas. William J. Scarparo, West Stadium, Baton Rouge, La.
Scribe Sidney A. Champagne, 2028 Oleander St., Baton Rouge, La.

MARQUETTE (Delta, 1920), MARQUETTE UNIVERSITY, COLLEGE OF BUSINESS ADMINISTRATION, 1217 W. WISCONSIN AVE., MILWAUKEE, WIS. Province Officer: Deputy: Howard P. Ring, 604 N. 14th St., Milwaukee, Wis. Advisers: Robert J. Barr, 2845 N. Summit, Milwaukee, Wis., Charles T. Cobeen, 617 N. 13th St., Milwaukee, Wis.
Chapter House: 604 N. 14th St., Milwaukee, Wis. (Broadway 0503)
H.M. James C. O'Melia, 604 N. 14th St., Milwaukee, Wis.
S.W. Anton G. Groom, 729 E. Briar Pl., Milwaukee, Wis.
Treas. Matthew J. Reichl, 604 N. 14th St., Milwaukee, Wis.
Scribe Bernol J. Ketchum, 806 N. 18th St., Milwaukee, Wis.

MIAMI (Alpha Upsilon, 1927), MIAMI UNIVERSITY, SCHOOL OF BUSINESS ADMINISTRATION, OXFORD, OHIO. Province Officer: R. E. Glos, Dean, School of Business Administration, Oxford, Ohio. Adviser: Halsey E. Ramsen, School of Business Administration, Oxford, Ohio.
H.M. Clifford A. Erickson, 42 Swing Hall, Oxford, Ohio
S.W. Paul E. Bergman, Oxford, Ohio
Treas. Thomas C. Page, Elliot Hall, Oxford, Ohio
Scribe Raymond P. Snow, Jr., Oxford, Ohio

- MICHIGAN** (Xi, 1921), UNIVERSITY OF MICHIGAN, SCHOOL OF BUSINESS ADMINISTRATION, ANN ARBOR, MICH. Province Officer: Max R. Frisinger, 214 E. Madison St., Ann Arbor, Mich. Adviser: Robert G. Rodkey, 1025 Spring, Ann Arbor, Mich. H.M. Robert S. Travis, School of Business, Ann Arbor, Mich. S.W. Treas. Scribe
- MINNESOTA** (Alpha Epsilon, 1924), UNIVERSITY OF MINNESOTA, SCHOOL OF BUSINESS ADMINISTRATION, MINNEAPOLIS, MINN. Province Officer: Louis C. Dorweiler, Jr., 5632 Elliott Ave., Minneapolis, Minn. Adviser: Rudolph Janzen, 2412 University Ave. S.E., Minneapolis, Minn. Chapter House: 1029 Fourth St., S.E., Minneapolis, Minn. (Bridgeport 3207) H.M. Wendell K. Gilkerson, 1315 18th Ave. N., Minneapolis, Minn. S.W. Herbert Lerud, 1029 Fourth St. S.E., Minneapolis, Minn. Treas. Chester C. Krause, 1029 Fourth St. S.E., Minneapolis, Minn. Scribe Arthur W. Gustafson, 1029 Fourth St. S.E., Minneapolis, Minn.
- MISSISSIPPI** (Alpha Phi, 1927), UNIVERSITY OF MISSISSIPPI, SCHOOL OF COMMERCE AND BUSINESS ADMINISTRATION, OXFORD, MISS. Province Officer: Horace B. Brown, Jr., School of Commerce and Business Administration, University, Miss. Adviser: Grady Guyton, School of Commerce & Business Administration, University, Miss. H.M. Fred L. Beard, Box 892, University, Miss. S.W. Raymond K. Conner, Box 381, University, Miss. Treas. John A. Tucker, Box 609, University, Miss. Scribe Allen L. Toombs, Box 955, University, Miss.
- MISSOURI** (Alpha Beta, 1923), UNIVERSITY OF MISSOURI, SCHOOL OF BUSINESS AND PUBLIC ADMINISTRATION, COLUMBIA, MO. Province Officer: Royal D. M. Bauer, 112 B. & P. A. Bldg., Columbia, Mo. H.M. Max O. Shemwell, 217 Waugh St., Columbia, Mo. S.W. Edward W. Lupberger, 217 Waugh St., Columbia, Mo. Treas. Harold E. Pinney, 210 Defoe Hall, Columbia, Mo. Scribe Lynd E. Cohick, 100 College Ave., Columbia, Mo.
- NEBRASKA** (Alpha Delta, 1924), UNIVERSITY OF NEBRASKA, COLLEGE OF BUSINESS ADMINISTRATION, LINCOLN, NEB. Province Officer: Henry C. Lucas, 1823 Spencer St., Omaha, Neb. Deputy: Merle Loder, 754 Stuart Bldg., Lincoln, Neb. Chapter House: 1528 Q St., Lincoln, Neb. (22067). H.M. Floyd Hewett, 1528 Q St., Lincoln, Neb. S.W. Joe B. Flamman, 1528 Q St., Lincoln, Neb. Treas. Robert W. Harkins, 1528 Q St., Lincoln, Neb. Scribe Robert M. Bjodstrup, 1528 Q St., Lincoln, Neb.
- NEWARK** (Beta Omicron, 1937), UNIVERSITY OF NEWARK, SCHOOL OF BUSINESS ADMINISTRATION, 40 RECTOR ST., NEWARK, N.J. Province Officer: Walton Juengst, 1 Bank St., New York, N.Y. Deputy: Robert G. Busse, 78 Cumberland Ave., Verona, N.J. Adviser: George R. Esterly, 1 Meadowbrook Rd., Short Hills, N.J. H.M. Frank G. R. Wiener, 500 Hunterdon St., Newark, N.J. S.W. John B. Gawley, 37 Woodbine Ave., Plainfield, N.J. Treas. Philip E. Bauldry, 91 Watson Ave., East Orange, N.J. Scribe Theodore J. Wagner, Jr., 46 Myrtle Ave., Newark, N.J.
- NEW YORK** (Alpha, 1907), NEW YORK UNIVERSITY, SCHOOL OF COMMERCE, ACCOUNTS AND FINANCE, WASHINGTON SQ., NEW YORK, N.Y. Province Officer: Walton Juengst, 1 Bank St., New York, N.Y. Deputy: Nicholas Ther, 1721 DeKalb Ave., Brooklyn, N.Y. Advisers: Harold J. Kneuker, 143 Tenally Rd., Englewood, N.J., Charles V. La Forge, Jr., 40 Rector St., New York, N.Y. Chapter House: 152 W. 11th Street, New York, N.Y. H.M. William J. Durgin, 44 Seventh St., Westwood, N.J. S.W. Arthur N. Hutchinson, Jr., 152 W. 11th St., New York, N.Y. Treas. Thomas A. Banigan, 152 W. 11th St., New York, N.Y. Scribe Allen J. Ogden, 164 Waverly Pl., New York, N.Y.
- NORTH CAROLINA** (Alpha Lambda, 1925), UNIVERSITY OF NORTH CAROLINA, SCHOOL OF COMMERCE, CHAPEL HILL, N.C. Province Officer: Boyd W. Harris, Jr., P. O. Box 410, Durham, N.C. Adviser: Malcolm D. Taylor, 305 Bingham, Chapel Hill, N.C. H.M. William L. McKinnon, 110 Stacy Dorm, Chapel Hill, N.C. S.W. Robert L. Bursley, 109 Aycock Dorm, Chapel Hill, N.C. Treas. James Roger, 413 W. Cameron, Chapel Hill, N.C. Scribe Etheldred H. Holt, 116 Stacy Dorm, Chapel Hill, N.C.
- NORTH DAKOTA** (Alpha Mu, 1925), UNIVERSITY OF NORTH DAKOTA, SCHOOL OF COMMERCE, GRAND FORKS, N.D. Province Officer: E. T. Towne, 504 S. Sixth St., Grand Forks, N.D. H.M. Clifford D. Olesen, Budge Hall, Grand Forks, N.D. S.W. Joseph Clifford, 2510 University Ave., Grand Forks, N.D. Treas. Einar K. Olafson, Macenie Hall, Grand Forks, N.D. Scribe William M. Beede, 306 Hamline, Grand Forks, N.D.
- NORTHWESTERN** (Chicago Division—Beta, 1914), NORTHWESTERN UNIVERSITY, SCHOOL OF COMMERCE, 339 S. CHICAGO AVE., CHICAGO, ILL. Province Officer: M. W. Mitchell, 4314 W. Maypole Ave., Chicago, Ill. Adviser: Myron H. Umbreit, School of Commerce, Chicago, Ill. Chapter House: 42 Cedar St., Chicago, Ill. (Delaware 0957) H.M. Rudolph H. Weber, 5240 Berenice Ave., Chicago, Ill. S.W. James D. Thomson, 2116 Bereteau Ave., Chicago, Ill. Treas. Robert A. Mocella, 729 N. Central Park Ave., Chicago, Ill. Scribe Frank D. Stein, 5042 Oakdale Ave., Chicago, Ill.
- NORTHWESTERN** (Evanston Division—Zeta, 1920), NORTHWESTERN UNIVERSITY, SCHOOL OF COMMERCE, EVANSTON, ILL. Province Officer: M. W. Mitchell, 4314 W. Maypole Ave., Chicago, Ill. Adviser: Howard Berolzheimer, 2729 Garrison Ave., Evanston, Ill. Chapter House: 2043 Sherman Ave., Evanston, Ill. H.M. Arnold E. Isaacs, 2043 Sherman Ave., Evanston, Ill. S.W. Thomas E. Sellinger, 1336 Lunt Ave., Chicago, Ill. Treas. Nelson C. Block, 2043 Sherman Ave., Evanston, Ill. Scribe Alfred V. Grove, Jr., 2043 Sherman Ave., Evanston, Ill.
- OHIO STATE** (Nu, 1921), OHIO STATE UNIVERSITY, COLLEGE OF COMMERCE AND ADMINISTRATION, COLUMBUS, OHIO. Province Officer: Allen L. Meyer, College of Commerce and Administration, Columbus, Ohio. Chapter House: 118 14th Ave., Columbus, Ohio (University 1576) H.M. L. Theodore Cox, 118 14th Ave., Columbus, Ohio S.W. Walter E. Ferrell, 118 14th Ave., Columbus, Ohio Treas. David Walbolt, 118 14th Ave., Columbus, Ohio Scribe Benjamin H. Snyder, 118 14th Ave., Columbus, Ohio
- OKLAHOMA** (Beta Epsilon, 1929), UNIVERSITY OF OKLAHOMA, COLLEGE OF BUSINESS ADMINISTRATION, NORMAN, OKLA. Province Officer: Augustin L. Cosgrove, 540 S. Lahoma, Norman, Okla. Adviser: William K. Newton, 901 S. Ponca Ave., Norman, Okla. H.M. Ray T. Lehman, 545 Lahoma, Norman, Okla. S.W. Donald K. Groom, 732 Asp Ave., Norman, Okla. Treas. Charles E. Covington, 720 Elm, Norman, Okla. Scribe Delbert J. Ward, 739 Chautauqua, Norman, Okla.
- PENNSYLVANIA** (Beta Nu, 1932), UNIVERSITY OF PENNSYLVANIA, THE WHARTON SCHOOL OF FINANCE AND COMMERCE AND EVENING SCHOOL OF ACCOUNTS AND FINANCE, LOGAN HALL, PHILADELPHIA, PA. Province Officer: Allen L. Fowler, 1714 Rittenhouse St., Philadelphia, Pa. Adviser: H. Palmer Lippincott, 4729 Ludlow St., Philadelphia, Pa. Chapter House: 3902 Spruce St., Philadelphia, Pa. H.M. Eugene J. Minahan, 89 S. Wycombe Ave., Lansdowne, Pa. S.W. Ralph L. Jones, 5240 Addison St., Philadelphia, Pa. Treas. William J. Evans, 4315 Springfield Ave., Philadelphia, Pa. Scribe William Sarka, 3902 Spruce St., Philadelphia, Pa.
- PENN STATE** (Alpha Gamma, 1923), PENNSYLVANIA STATE COLLEGE, DEPARTMENT OF COMMERCE AND FINANCE, STATE COLLEGE, PA. Province Officer: Carl W. Hasek, 24 Liberal Arts. Bldg. State College, Pa. H.M. James E. Hartman, State College, Pa. S.W. William E. Murphy, Jr., State College, Pa. Treas. Richard Graham, State College, Pa. Scribe Norman L. Calhoun, State College, Pa.
- RIDER** (Beta Xi 1934), RIDER COLLEGE, COLLEGE OF BUSINESS ADMINISTRATION, TRENTON, N.J. Province Officer: Allen L. Fowler, 1714 Rittenhouse St., Philadelphia, Pa. Deputy: Lester E. Langan, Broad St., Station Bldg., Room 1154, Philadelphia, Pa. Adviser: Francis M. Dowd, Rider College, Trenton, N.J. Chapter House: 849 W. State St., Trenton, N.J. (2 4215) H.M. Gordon H. Young, 849 W. State St., Trenton, N.J. S.W. Francis J. Baldwin, 849 W. State St., Trenton, N.J. Treas. Frank Hofbauer, 849 W. State St., Trenton, N.J. Scribe Joseph S. Fleisch, 849 W. State St., Trenton, N.J.
- SOUTH CAROLINA** (Beta Gamma, 1929), UNIVERSITY OF SOUTH CAROLINA, SCHOOL OF COMMERCE, COLUMBIA, S.C. Province Officer: Frank Taylor, Jr., Treasurer's Office, University of South Carolina, Adviser: Frank T. Meeks, 3215 Kline St., Columbia, S.C. Chapter House: Tenement 23, University of South Carolina, Columbia, S.C. (26281) H.M. Harry K. Woodhurst, Box 1347, Columbia, S.C. S.W. Earle W. Williams, Box 1416, Columbia, S.C. Treas. William E. Whitney, Box 1232, Columbia, S.C. Scribe Henry M. Jones, Tenement 23, Box 675, Columbia, S.C.
- SOUTH DAKOTA** (Alpha Eta, 1924), UNIVERSITY OF SOUTH DAKOTA, SCHOOL OF BUSINESS ADMINISTRATION, VERMILLION, S.D. Province Officer: Harry E. Olson, 440 N. Plum St., Vermillion, S.D. Chapter Quarters: Student Union Bldg., Vermillion, S.D. H.M. James B. Harmon, 314 N. Dakota, Vermillion, S.D. S.W. Charles S. Wendt, 18 Forest Ave., Vermillion, S.D. Treas. Marwin O. Person, 305 Elm, Vermillion, S.D. Scribe Fred W. Huntley, 505 E. Main St., Vermillion, S.D.
- SOUTHERN CALIFORNIA** (Phi, 1922), UNIVERSITY OF SOUTHERN CALIFORNIA, COLLEGE OF COMMERCE AND BUSINESS ADMINISTRATION, LOS ANGELES, CALIF. Adviser: John J. Tuttle, 6245 Gentry Ave., N. Hollywood, Calif. H.M. F. Charles Lusk, 3504 W. 78th St., Inglewood, Calif. S.W. John Van Deusen, Jr., 811 W. 28th St., Los Angeles, Calif. Treas. Thomas G. Wylie, 811 W. 28th St., Los Angeles, Calif. Scribe Charles F. Stortz, 811 W. 28th St., Los Angeles, Calif.
- TEMPLE** (Omega, 1923), TEMPLE UNIVERSITY, SCHOOL OF COMMERCE, PHILADELPHIA, PA. Province Officer: Allen L. Fowler, 1714 Rittenhouse St., Philadelphia, Pa. Deputy: Arthur A. Audet, 1535 E. Barringer St., Philadelphia, Pa. Adviser: Stanley F. Chamberlin, 3800 Chestnut St., Philadelphia, Pa. Chapter House: 2108 N. Broad St., Philadelphia, Pa. H.M. J. Richard Hoffman, 2108 N. Broad St., Philadelphia, Pa. S.W. George D. Roberts, Jr., 2108 N. Broad St., Philadelphia, Pa. Treas. Clement J. Lane, Jr., 5436 Large St., Philadelphia, Pa. Scribe Charles E. Cooper, 2703 Darby Rd., Oakmont, Upper Darby, Pa.
- TENNESSEE** (Alpha Zeta, 1924), UNIVERSITY OF TENNESSEE, SCHOOL OF BUSINESS ADMINISTRATION, KNOXVILLE, TENN. Adviser: Harvey C. Meyer, 325 Garden Ave., Knoxville, Tenn. H.M. Cary A. Kennedy, 1716 Clinch Ave., Knoxville, Tenn. S.W. Edward T. Robbins, 1403 Highland Ave., Knoxville, Tenn. Treas. William N. Llewellyn, 1604 Laurel Ave., Knoxville, Tenn. Scribe Henry B. McConnell, 1210 Laurel Ave., Knoxville, Tenn.
- TEXAS** (Beta Kappa, 1930), UNIVERSITY OF TEXAS, SCHOOL OF BUSINESS ADMINISTRATION, AUSTIN, TEX. Province Officer: William D. Craig, 1906 Robbins Pl., Austin, Tex. Adviser: Franklin L. Cox, 403 Waggener Hall, Austin, Tex. Chapter Quarters: Student Union Bldg., Austin, Tex. H.M. Edd L. Haskins, 322 Prather Hall, Austin, Tex. S.W. Frederick W. Knight, 2058 Sabine, Austin, Tex. Treas. Harold G. Habenicht, 1802 Brazos St., Austin, Tex. Scribe William H. Raschke, 2703 Speedway, Austin, Tex.
- UTAH** (Sigma, 1922), UNIVERSITY OF UTAH, SCHOOL OF BUSINESS, SALT LAKE CITY, UTAH. Adviser: E. C. Lorentzen, 1015 S. 14th East, Salt Lake City, Utah. H.M. Irving Giles, 1256 E. South Temple St., Salt Lake City, Utah S.W. H. Richard Blackhurst, 1942 S. Fifth East, Salt Lake City, Utah Treas. Frank C. Archer, 518 Eighth Ave., Salt Lake City, Utah Scribe Raymond C. Ahlander, 1246 Browning Ave., Salt Lake City, Utah
- WISCONSIN** (Psi, 1923), UNIVERSITY OF WISCONSIN, SCHOOL OF COMMERCE, MADISON, WIS. Province Officer: Gordon W. Chapman, 448 W. Washington Ave., Madison, Wis. Adviser: Norman J. Nachreiner, 132 Breese Terr., Madison, Wis. Chapter House: 132 Breese Terr., Madison, Wis. (F-1725) H.M. Ralph F. Zaun, 132 Breese Terr., Madison, Wis. S.W. Edward A. Crumb, Jr., 132 Breese Terr., Madison, Wis. Treas. J. Robert Ecker, 132 Breese Terr., Madison, Wis. Scribe Herbert E. Boedeker, 132 Breese Terr., Madison, Wis.

ALUMNI CLUBS

The frequency, time, and place of luncheons, dinners, and meetings held by each alumni club is shown immediately following the city in which the alumni club is situated. If this data is missing for any alumni club it means that it has not been reported to the Central Office of the fraternity. The names, addresses, and telephone numbers of the President and Secretary of each alumni club are listed.

- ATLANTA, GA.**—LUNCHEONS, every Friday, 12 noon, Hunter's Restaurant, 98 Luckie St. N.W. Dinners, third Thursday, every month, 6 p.m., Atlantan Hotel, 111 Luckie St.
Pres. Lowell M. White, 2295 E. Lake Rd., Decatur, Ga. (DE 4664)
Sec. Lee Richardson, W. Paces Ferry Rd. N.W., Atlanta, Ga. (CH 1400)
- BALTIMORE, MD.**—LUNCHEONS, every Thursday, 12 noon, Lord Baltimore Hotel, Baltimore and Hanover Sts.
Pres. Paul G. Leroy, II, 2562 Edmondson Ave., Baltimore, Md. (GI-7192)
Sec. E. Wesley Byron, 510 Normandy Ave., Baltimore, Md.
- BIRMINGHAM, ALA.**—LUNCHEONS, every Friday, 12:30 p.m., Britling Cafeteria No. 1. DINNERs, third Thursday every month, 6:30 p.m., Molton Hotel.
Pres. Lawrence B. Davis, 400 Cotton Ave., Birmingham, Ala.
Sec. J. F. Laseter, Jr., 1561 Graymont Ave., Birmingham, Ala.
- BOSTON**—LUNCHEONS, every Thursday, 1 p.m., Wilbur's Colonial Restaurant, Federal and High Sts. MEETINGS, second Tuesday every month, 8 p.m., Fox and Hounds Club, 448 Beacon St.
Pres. Francis X. O'Leary, 107 Winsor Ave., Watertown, Mass. (Middlesex 5006M)
Sec. Leonard C. DeWolfe, 101 Irving St., Newton, Mass.
- BUFFALO, N.Y.**—
Pres. Lawrence I. Manzel, 414 Girard Ave., East Aurora, N.Y. (East Aurora 1064)
Sec. C. Edward Wesley, 340 Voorhees Ave., Buffalo, N.Y. (Amherst 1133)
- CHICAGO**—LUNCHEONS, every Wednesday, 12 noon, The Fair, State and Adams Sts. DINNERs, third Tuesday every month, 6 p.m., Morrison Hotel, Chicago, Ill.
Pres. Robert S. Study, 2163 N. Clark St., Chicago, Ill. (Diversey 5786)
Sec. Donald H. Graham, 5630 N. Maplewood Ave., Chicago, Ill. (Ardmore 7393)
- COLUMBIA, S.C.**—DINNERs, third Wednesday every month, 7:30 p.m., Friendly Cafeteria.
Pres. C. L. Suber, 2315 Gadsden St., Columbia, S.C. (4713)
Sec. William C. Wolfe, 1710 Two Notch Road, Columbia, S.C. (22579)
- DALLAS, TEX.**—DINNERs, third Tuesday every month, 6:30 p.m., Melrose Hotel.
Pres. Floyd R. Garrett, 4546 Lorraine, Dallas, Texas (JB-6760)
Sec. Everett L. Bauer, Y.M.C.A., Dallas, Texas (R-9491)
- DENVER, COLO.**—DINNERs, second Thursday every month, 6:30 p.m., The Lancaster Hotel, 1765 Sherman St.
Pres. Glenn R. Davis, 740 Sherman St., Denver Colo. (TABOR 3914)
Sec. Thomas A. Mason, 1332 Grant St., Denver, Colo. (Tabor 9107)
- DETROIT, MICH.**—
Pres. John T. Birney, 453 Baldwin, Birmingham, Mich. (Birmingham 2545)
Sec. Charles F. Lawler, Jr., 464 Oak St., Birmingham, Mich. (Birmingham 14)
- HOUSTON, TEX.**—DINNERs, first Wednesday each month, 7 p.m., Lamar Hotel Cafeteria, Main at Lamar.
Pres. Curtis Hankamer, 4140 Ruskin St., Houston, Texas (Madison 21581)
Sec. Thomas P. Robertson, 408 W. 31st, Houston, Texas
- JACKSONVILLE, FLA.**—LUNCHEONS, every Wednesday, 12 noon, Biser's Restaurant, 414 Julia St. MEETINGS, Second Friday every month
Pres. Henry G. Love, 1006 South Shore Road, South Jacksonville, Fla. (5-7360)
Sec. William H. Petty, Jr., 4552 Perry St., Jacksonville, Fla. (3-0778-W)
- KANSAS CITY, MO.**—DINNERs, third Friday every month, 6:30 p.m., Hyde Park Hotel.
Pres. William A. Dinklage, 4224 Terrace, Kansas City, Mo. (VA-5178)
Sec. Sidney Griffith, 3214 Harrison, Kansas City, Mo. (VA-9568)
- LOS ANGELES, CALIF.**—
Pres. Sylvester Hoffmann, 215 W. Fifth St., Los Angeles, Calif. (MI 2823)
Sec. Arthur E. L. Neelley, 1401 S. Hope St., Los Angeles, Calif. (RI 0268)
- MADISON, WIS.**—LUNCHEONS, second Wednesday every month, 12:15 Capital Hotel. DINNERs, fourth Wednesday every month, 6:15 p.m., 132 Breese Ter.
Pres. John W. Schoonenberg, 132 Breese Ter., Madison, Wis. (Fa 1725)
Sec. Howard E. Gearhart, 544 W. Mifflin, Madison, Wis. (Fa 4443)
- MILWAUKEE, WIS.**—DINNERs, second Monday every month, 6:30 p.m., Hotel Medford.
Pres. Robert E. Schoenecker, 3402 N. 16th St., Milwaukee, Wis. (CO 2876)
Sec. Richard J. Gardner, 931 N. 10th St., Milwaukee, Wis.
- NEWARK, N.J.**—DINNERs, second Tuesday every month, 6:30 p.m., Newark Athletic Club, 16 Park Pl.
Pres. Arthur K. Walters, 31 N. Maple Ave., East Orange, N.J. (OR-3-4519)
Sec. Leroy H. Snyder, 170 Union Ave., Irvington, N.J. (ES-3-7291)
- NEW YORK, N.Y.**—LUNCHEONS, every Thursday, 12 noon, Maiden Lane Bar & Grill, 45 Maiden Lane. DINNERs, second Tuesday every month, Downtown Athletic Club, 19 West St.
Pres. Anthony G. Meyer, 80 Winthrop St., Brooklyn, N.Y. (Defender 3-0080)
Sec. Walton Juengst, 1 Bank St., New York, N.Y. (WA 9-0463)
- OMAHA, NEB.**—
Pres. Philip J. McCarthy, 2540 California St., Omaha, Neb.
Sec. Walter Rotter, 3017 Meredith St., Omaha, Neb. (AT 5000)
- PHILADELPHIA, PA.**—LUNCHEONS, every Thursday, 12 noon, Leeds Restaurant, Broad and Samson Sts. MEETINGS, second Thursday every month, 8:30 p.m., 3902 Spruce St.
Pres. Addis L. Bowles, 527 Harrison Ave., W. Collingswood, N.J. (Collingswood 390)
Sec. Kenneth E. Voorhies, 5259 Delancey St., Philadelphia, Pa. (ALL 3822)
- ST. LOUIS, MO.**—LUNCHEONS, every Wednesday, 12:15 p.m., Men's Grill, Scruggs-Vandevort-Barney.
Pres. Roy H. Pender, 5210 Sutherland Ave., St. Louis, Mo. (FL 1323)
Sec. Bruce W. Gordon, 5660 Kingsbury, St. Louis, Mo. (FO 9700)
- TWIN CITIES (Minneapolis and St. Paul, Minn.)**—LUNCHEONS, every Thursday, 12 noon, The Covered Wagon, 114 S. 4th St. DINNERs, second Tuesday every month, 6:30 p.m., The Covered Wagon.
Pres. Kenneth K. McMillan, 5214 Hampshire Drive, Minneapolis, Minn. (LO 1630)
Sec. William C. Gimmetad, 4539 France Ave., Minneapolis, Minn. (WH 2193)
- WASHINGTON, D.C.**—
Pres. George R. Kieferle, 220 Peabody St. N.W., Washington, D.C.
Sec. James J. Ryan, 2715 Courtland Pl. N.W., Washington, D.C.

Fraternity Jewelry

The following price list of Delta Sigma Pi Jewelry is published for the convenience of our members and is subject to change without notice. Remittance payable to Delta Sigma Pi should accompany all orders, which should be mailed to the Central Office of the fraternity. Prompt shipment can be made of all items. The prices are all net prices. Please add 10% to all jewelry prices for U. S. Defense Tax.

OFFICIAL PLAIN BADGE (10K GOLD)	ALUMNI CHARMS (10K GOLD)	RECOGNITION BUTTONS
Δ Σ Π Official Badge\$ 5.50	Single sided\$ 5.50	Δ Σ Π Greek letters, gold\$ 1.00
	Double sided 10.00	Δ Σ Π Coat-of-arms, gold 1.00
OFFICIAL JEWELLED BADGE (14K GOLD)	CHAPTER GUARDS	silver ..... .75
Δ Σ Π Pearl Badge, 19 pearls, full crown set 13.75	Miniature size guards go best with our badges, and prices listed are for miniature size.	bronze ..... .50
Δ Σ Π Opal Badge, 19 opals, full crown set* 13.75	One letter, yellow gold, plain\$ 2.75	OFFICIAL FRATERNITY RINGS
Δ Σ Π Sister Badge, 19 pearls, full crown set 13.75	Two letter, yellow gold, plain 4.00	Δ Σ Π Official Ring, silver .....\$10.00
Δ Σ Π Alternate Pearl and Ruby Badge 16.75	One letter, yellow gold, pearls or opals, full crown set 6.00	gold 23.00
Δ Σ Π Ruby Badge 18.75	Two letter, yellow gold, pearls or opals, full crown set 11.00	CHAPTER LEADERSHIP AWARD
Δ Σ Π Sapphire Badge 18.75	White gold guards, plain, \$1 additional; jeweled, \$2.50 additional.	Specialty designed silver ring, to be worn by recipients of the Award only\$ 6.00
Δ Σ Π White Gold Badge, either pearls or opals, full crown set 18.75		DELTA SIGMA PI DECALS
		For your automobile, 10 cents each, 20 for \$1.00

You are fraternally invited to become a

LIFE MEMBER OF DELTA SIGMA PI

739 *Edmond Meduen*

■ DO YOU pride yourself on your membership in Delta Sigma Pi? If so, why not inscribe your name where it will stand forever, a memorial to you, and a testimonial to your enduring loyalty? The advantages are many; the cost is nominal. Your national alumni dues are then paid for life. You will receive regularly The DELTASIG of Delta Sigma Pi published four times annually, a modern fraternity magazine of interest to every member.

■ You will receive without additional charge all National Membership Directories published by the fraternity. You will receive a handsome Life Membership Certificate, and you will be mailed annually an engraved membership card of good standing. You will receive a deduction of \$5 annually from the yearly dues of any alumni club in which you hold membership. All of the receipts from Life Memberships are placed in the National Endowment Fund of Delta Sigma Pi adopted by the 1930 Grand Chapter Congress, and only the income therefrom can be used for fraternity operating expenses.

■ In taking out a Life Membership you will materially assist in the development and expansion of our all-important Alumni Placing Service which is helping hundreds of our members secure business connections. You will make possible the rendering of financial assistance to many worthy undergraduates in order that they may complete their college education through the help of our loan fund. You will make possible a more comprehensive supervision of the operation of the fraternity. You will have the satisfaction of knowing that you are contributing toward the maintenance and progress of Delta Sigma Pi, YOUR fraternity.

■ There are 3 plans of Life Membership purchase available. Plan A, \$35 cash, or \$5 per month for 7 months. Plan B, \$37.50, payable \$12.50 cash, and 2 additional installments of \$12.50 each, one year apart. Plan C, \$40, payable \$5 cash, and \$1 per month for 35 months. Provide for your continuous share in alumni activities and your lasting contact with Delta Sigma Pi by taking out a Life Membership today.

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The Central Office of Delta Sigma Pi
222 West Adams Street
Chicago